

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 86

JUNE 18, 1932

Number 25

BUFFALO, N.Y.

CHICAGO, ILL.

WICHITA, KANS.

LIVERPOOL, ENG.

## James Duld Packing Co.

### Pork and Beef Packers

May  
Second  
1932.  
Buffalo, N.Y.

ADDRESS ALL MAIL  
TO THE FIRM

## "KIND TO CASINGS"

Mr. Henry Cohn, President  
Automatic Linker, Inc.,  
125 West 45th Street, New York City.

Dear Mr. Cohn:

We know that any manufacturer is always glad to hear from satisfied customers, and in line with this we take this opportunity of advising you of our satisfaction with the Automatic Sausage Linker which was purchased from you about twelve months ago.

This machine has been in continuous operation since it was installed and produces a product of almost absolute uniformity, and in addition is "kind to casings."

It has required practically no maintenance and is the kind of a machine you can install and forget.

Very sincerely yours,

*G. L. Talley*  
Vice President.



## AUTOMATIC LINKER, INC.

125 West 45 St., New York, N.Y.



PHONE: BRYANT 9-9048

FACTORY: NEWARK, N.J.



"Our Customers Are Our Best Salesmen"

# "A Necessary Machine for Producing Quality Sausage!"

*That is what sausage experts say in recommending the latest improved*

## "BUFFALO" Mixer

*Here is the opinion of an experienced, successful sausage maker on the subject of mixing. He says:*

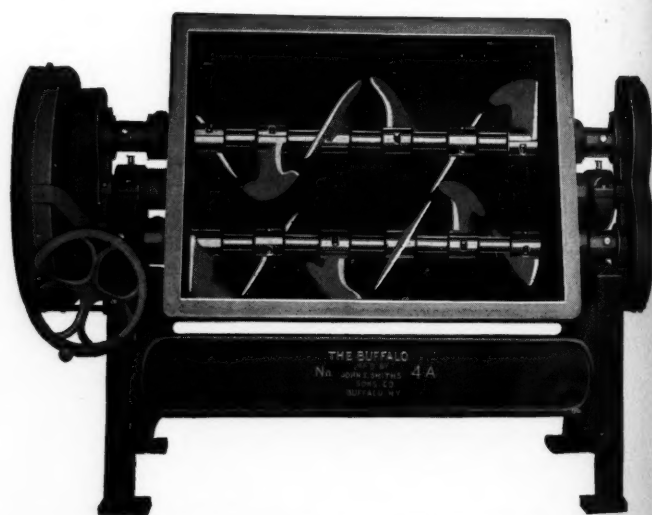
*"Many sausage makers make the error of thinking that the cutting machine also takes the place of a mixer. This is a very mistaken idea.*

*"Cutting and mixing are two different and separate operations.*

*"In every sausage kitchen there must be a mixer. When the meat comes out of the cutter, it must go immediately through the mixer and be mixed thoroughly."*

**"BUFFALO" Mixers are made in 5 sizes. Center tilting hopper. Silent chain drive.**

**T**HE principle of thoroughly mixing sausage meat in a machine like the **"BUFFALO" Mixer** is established with the most successful manufacturers of **quality sausage**. They have found that this machine, with its scientifically arranged paddles, gives the proper **kneading action**, which insures a **tasty, uniformly seasoned product**.



**JOHN E. SMITH'S SONS COMPANY, Buffalo, N. Y., U.S.A.**

*Manufacturers of "BUFFALO" Silent Cutters, Grinders, Mixers, Stuffers, Casing Pullers, Bacon Slicers and Fat Cutters*

**Chicago Office:**  
4201 S. Halsted St.

# THE NATIONAL Provisioner

THE MAGAZINE OF THE

*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 86. No. 25

JUNE 18, 1932

Chicago and New York

## How to Increase Profits on Sliced Bacon

### *Preventing Waste in Sliced Bacon Production Is Possible with Proper Equipment and Methods*

An increase of  $\frac{1}{2}\text{c}$  or more per pound in the selling price of sliced bacon would look mighty good to a great many meat packers at this time.

Most packers can have this extra profit if they want it.

How?

Experience shows that squaring up bacon bellies in molds after smoking will

*Increase yield on all bellies on an average of 8 per cent.*

*Give 5 to 10 per cent greater yield on sow bellies.*

*Save from 1 to 3 per cent by reducing the amount of fattening necessary.*

#### Some Things It Will Do

This molding of bellies will

Flatten out and make thinner a narrow, thick piece of bacon.

Narrow and thicken a thin, wide piece.

Take up 1 inch of width without damaging bacon or its appearance.

Make bacon more regular in thickness.

Permit proper selection before slicing to get any specified number of slices per pound.

Smith and Jones (SEE NOTE), those enterprising operators whose discussions on practical methods and equipment have been reported from time to time by THE NATIONAL PROVISIONER, are planning to get this higher profit.

Dick Jones, the practical operating man of the combination, describes to his

partner, Tom Smith, just how this will be done.

It will pay any packer interested to "listen in."

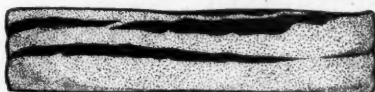
NOTE—A meat plant operating executive, well-known as a resourceful expert, puts his ideas and the result of his experiences into the mouths of these two mythical packinghouse partners, Smith and Jones.

This is the ninth in the series. Previous discussions appeared in THE NATIONAL PROVISIONER pages as follows: Hog killing and cutting, Nov. 23, 1929; 24-hour chill, March 27, 1930; location of departments, May 17, 1930; hog head processing, July 19, 1930; side sprays in coolers, Nov. 8, 1930; sales cooler refrigeration, March 28, 1931; brine leaching vats, May 16, 1931; improved catch basins, January 9, 1931.

#### Increasing Bacon Yields

By Howard M. Wilson.

Tom Smith, manager of the meat plant of Smith & Jones, had just finished reading an advertisement in THE



#### UNREASONABLE SPECIFICATIONS.

Instead of trying to meet buyers' specifications for bacon, this expert says the packer should specify the sizes and weights he produces and require buyers to fill their need from these.

Length, breadth and thickness of a belly control its weight, as bacon has a fairly constant specific gravity. Approximately 30 cu. in. weighs one pound.

At the top is a slice of bacon from a belly 9 in. wide by 2 in. thick, and at the bottom is a slice from a belly 9 in. wide and  $1\frac{1}{4}$  in. thick. The lengths of the bellies might range from 18 to 22 in., and the weights from 8 to  $12\frac{1}{4}$  lbs. But the slices produced would be the same, regardless of length and weight.

NATIONAL PROVISIONER which described a new galvanized iron mold for molding bacon, when Dick Jones, the superintendent, walked into the office.

"Good morning, Tom."

"Good morning, Dick. Say, what's this idea about molds for molding bacon? We haven't molded any bacon that I know of, but I presume you are keeping fully posted on what is going on."

#### What Are Bacon Molds?

"Sure, I am, Tom. I was interested in that idea from the first, and I just recently had a visit with a man who has probably had more experience in molding bacon than any other man in the business. I got all the details from him."

"Are you thinking of going into it, Dick?"

"Yes, Tom, I am. I was going to take it up with you soon, but as long as you have brought it up this morning we might as well talk it over and decide right away."

"You see, I have known about these molds for quite some time, but I was undecided as to what kind of molds to buy because of our small volume. But since talking to this expert it is all clear to me now, and my mind is made up as to what to do."

#### Yield Increased 4 to 5 Per Cent.

"Your mind is made up, is it? Well, there must be some real advantages in this molding then, I take it."

"Real advantages? I'll say there are!"

"Wouldn't you figure 4 to 5 per cent increase in the yield of sliced bacon worth while? If sliced bacon were to



bring 20c lb., that would equal 1c per pound saving, and on bacon at 10c lb. that would mean ½c per pound. I don't know how we could make money any easier."

"Where does this saving you mention come in, Dick?"

"Well, the 4 to 5 per cent I just spoke of is on the ends, and consists of full No. 1 slices of bacon that would go into scrap if the bacon were not to be molded.

#### Get Rid of Ragged Ends.

"You know how ragged and uneven the ends of a smoked skinned belly are. Well, the molds make these ends nice and straight and true, so that the second slice is usually a No. 1 slice of bacon.

"Really, Tom, I am enthusiastic about this proposition, and I have only started. The saving I have just mentioned is, after all, only a part of the story, as there are many other savings connected with this molding of bacon besides this one. Look at the wonderful improvement in appearance of each slice and in the package; molding saves labor in the packing also.

"I'll tell you this molding opens up all kinds of possibilities. Why, the man who explained this method to me said that with all his experience he was sure he hadn't got nearly all the possible savings and advantages out of it, as yet, and that greater things would be sure to develop from it."

"Now, Dick, I don't see how anything much bigger than a 4 or 5 per cent saving could possibly come of this molding. But that in itself is enough to justify using the molds."

#### Buying Bacon on Specification.

"Yes, that is enough to justify their use, but I still say that is far from all there is to it."

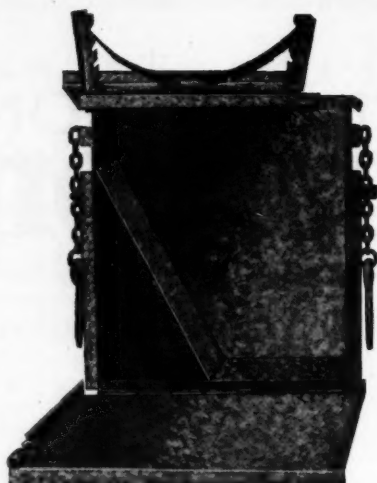
"All right, Dick, what else, for instance?"

"Well, Tom, it is quite a long story, but you are asking for it, so here goes.

"In the first place, in your position as manager you probably have noticed the last few years a difference in the way some customers are ordering their bacon. There is a steadily growing tendency on the part of the trade (big buyers especially) to order bacon either sliced or for slicing in slab form on specifications.

"For instance, one will want bacon not over 10 in. wide, not over 2½ in. thick or under 1½ in. thick. Another wants it 9 in. maximum width, not over 2 in. thick; and another 9 in. wide, not over 1½ in. thick.

"The minimum usually is 1 in. thick, and so on up and down the scale, from 7 in. wide up to 10 in. wide, which is about the full range used by buyers who specify dimensions.



ONE TYPE OF BACON MOLD.

This is the type of mold "Smith & Jones" are planning to use in their new plant. It is manufactured by the Globe Co., Chicago, Ill.

The bellies are placed in the mold when they come out of the smokehouse. Pressure is applied with the spring-top and the mold placed in the cooler for the bellies to set and cool. An advantage of this type of mold is that large quantities of bellies can be handled in comparatively small space.

"Then we have customers—usually big restaurants or hotels—that specify a certain number of slices per pound. Now, it is easy enough to take this type of order, but not so easy for us out in the plant to fill it. To fill an order specifying so many slices per pound entails a lot of selection and grading out of all proportion to the profit on the sale.

"Bacon used to be sold entirely on average the same as put down, which is usually on a 2-lb. range, such as 8/10, 10/12, etc., and in most cases no attention whatever was paid to width, thickness, etc. We usually had a minimum and maximum thickness for each grade and average, but these specifications give a pretty wide range and are comparatively simple to handle.

#### Buying Methods Encourage Waste.

"Nowadays we receive orders for a lot of bacon—as an example we will say 9 in. maximum width, not over 2 in. or under 1½ in. thick or over 22 in. long. Then the buyer adds a fourth dimension by saying 8/10-lb. average, and right away complications set in.

"If a customer who buys on measurement specifications would forget about the average, it would be a fairly simple proposition to fill a large order by using all proper quality that falls within his measurements. But they also specify average, and in this case the measurements stated will produce bacon ranging from 8 to 12½ lbs.

"Specifying 8/10 lbs. cuts the possible production to select from by at least one-half. And if the order is

large it often compels the packer to resort to the knife, and to cut away perfectly good bacon. This goes to the tank at a loss in price; and there is, in addition, an increase in the cost to produce the bacon to the four dimensions specified by the buyer.

"I feel confident the average producer or buyer of bacon never gives any thought to the fact that bacon has a fairly constant specific gravity, like other materials, and that specifications of length, breadth and thickness control weight.

"Approximately 30 cu. in. of bacon weighs 1 lb. Therefore a piece of bacon 9 in. wide and 2 in. thick by 20 in. long weighs 12 lbs. It figures this way: 9 in. x 2 in. = 18 sq. in. x 20 in. = 360 cu. in. 360 divided by 30 = 12 lbs.

#### It Couldn't Be Done.

"As a matter of fact, I have often seen orders placed for bacon on a measurement specification, with an average tacked on which was a physical impossibility to fill, because the measurement range would not produce the average stated.

"How foolish all this seems when one stops to consider that the bacon we are talking about is to reach the ultimate consumer in the sliced form. In fact, most bacon does, and the measurements stated control the size of the slices absolutely. Weight has nothing to do with it, except, as I said before, to complicate the selection and run up cost.

"Let's look at sketches of the cross section—in other words, the slices—from this 9 in. by 2 in. or 9 in. by 1½ in. bacon. The maximum and minimum slices look like this. [See sketches on page 17.—Ed.]

"The length of the bacon might range from 18 in. to 22 in. and the weight from 8 lbs. to 12½ lbs., but the slices produced would be exactly the same.

"Now, Tom, I have gone into this lengthy explanation before citing the many advantages accruing from molding slicing bacon.

#### Advantages of Molding.

"Bacon that is not molded, as you know, is far from regular or smooth in contour. It never could be measured as accurately as molded bacon. Now, let's see what are a few things that we can accomplish by placing bacon in an iron mold and putting heavy pressure on it?

"1.—We can flatten out and make thinner a narrow, thick piece of bacon.

"2.—We can make narrow and thicker a thin, wide piece of bacon.

"3.—We can take up 1 in. of the width without in any way damaging the bacon or its appearance.

"4.—We can even up the surface on both sides of the bacon by the pressure,

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making it much more regular in thickness than any unmolded bacon. The molded bacon, therefore, will produce regular uniform slices that look better when packed.

#### Much Top Take-off Saved.

"5.—When bacon is molded, it is a simple matter to select the proper thickness before slicing to produce any specific number of slices per pound, as it is all the same width. By grading for the desired thickness, large orders for a certain number of slices per pound can be run straight through without interruption in the packing operations. Schedules have been worked out showing the number of slices per pound for every width and thickness of bacon.

"6.—Bacon in its natural shape is very uneven in thickness. In preparing it for slicing there always are a certain number of pieces that require some additional fattening, or have to have the top taken off after skinning. When bacon is molded the top take-off should not be attempted until after the molding.

"After the bacon is molded a great many pieces will be equalized in thickness to the extent that it will not require any top take-off. A saving of from 1 to 3 per cent, according to the average thickness of the lot being handled is thus effected.

#### A Precision Machine Job.

"Then, too, the bacon is chilled. It is firm and cuts like wax, so that a much better job of fattening is made possible.

"In fact, the bacon may be passed under a sizing knife and the work performed at no additional expense whatever. In this case the work is perfectly done, just like a precision machined job. All the guess work as to maximum thickness is taken away, and labor is saved.

"7.—If one is molding slicing bacon and selecting it at the time of cutting—as should be done—it is possible and practical to remove the seed from sow bellies in such a manner that 5 to 10 per cent greater yields may be obtained on the green bellies. The actual percentage between this range depends upon the amount of seed in the bellies, the figures stated being the outside limits.

#### What Are the Savings?

"8.—Packers who skin bacon after smoking will find it a very simple matter to produce slicing bacon without any comb hangerholes through the bacon, provided the bacon is to be molded before slicing. This saves a few damaged slices on almost every piece of bacon.

"Now, Tom, I have outlined a few of the principal advantages of molding bacon. I am sure I have overlooked

some of them, and also sure that I don't know all the possibilities molding opens up in connection with other products. But I have given you the facts as they come to my mind."

"Well, Dick, you certainly have outlined enough advantages to set me thinking hard, and you have stated percentage of savings in several cases. I am a little confused as to the total savings. Possibly you can enlighten me on that point."

"In a general way I can, Tom. There are so many combinations of savings possible that the total figure can not be anything but an average, based on actual results over a period of time.

"In the case of individual bellies, for instance, starting with the rough untrimmed belly, there would be as much as 20 per cent saving in extreme cases. People who have had long experience state that 8 per cent average savings is a conservative figure."

#### No Increase in Labor Cost.

"Well, Dick, 8 per cent better yield and an improved appearance is certainly a handsome saving. But, of course, you are increasing the labor costs considerably, aren't you?"

"No, Tom, you'll be surprised to find that the labor costs from the smoked meat department to the finished goods in packages is not one bit greater. It costs approximately 5c per 100 lbs. for the molding. This would appear to be additional expense, but there is a pick-up along the line of operations, particularly in the slicing department, sufficient to offset this. You add in one place and take off in another."

"Well, Dick, I surely am glad we have discussed this matter this morn-

ing. You have opened my eyes, and I can see we have been overlooking a good thing for some time. I have seen advertising matter on bacon molds from time to time, but have passed it by without a thought.

"It looks to me like we will have to snap into it if we want to keep up-to-date and produce our product as cheaply and as good as the other fellow.

"What will it mean for us in the way of first cost for equipment to get going on this? I see different types of molds are available. Have you figured out what you want in that respect?"

#### He Prefers Box Molds.

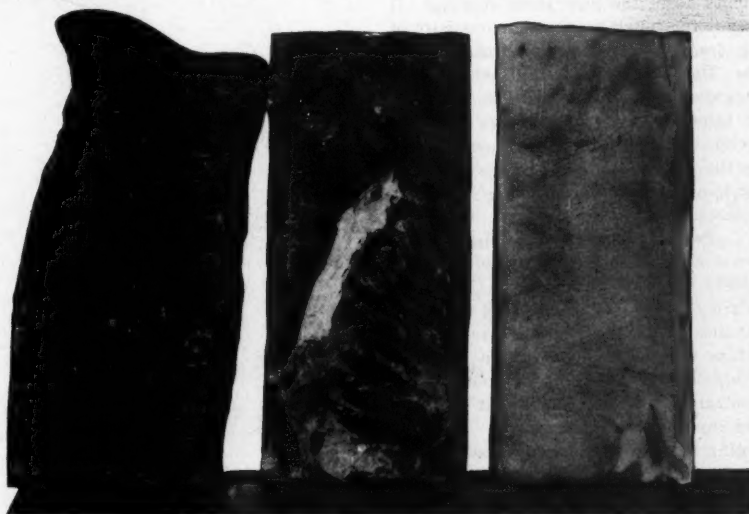
"Yes, Tom, I think I have it all doped out. Personally I prefer the box molds with spring pressure lids, which will handle 10 to 12 or more pieces at a time.

"I find that we can buy this size mold for an average first cost of about \$1.00 per belly. The heavy galvanized iron boxes are practically indestructible. They will give service for many years. Therefore the cost per pound of product over any extended period of time is not worth estimating.

"At the present time we are handling around 60,000 lbs. of skinned slicing bacon per week with a 9 in. maximum width. To take care of this volume will require 85 molds of 120 lbs. capacity each. These will be filled and emptied once every 24 hours.

"Based on the experience of large users we will order the following sizes, all 22 in. deep: four 18 in.; twelve 19 in., twenty-six 20 in., twenty-two 21 in., seventeen 22 in., four twenty-three in.

(Continued on page 25.)



LESS LOSS IN TRIMMING.

Molding bacon squares up the ends and sides, eliminating much trimming. This adds to profits.

At the left is a side smoked in the usual manner. At the right are two sides that have been squared up in molds. The saving in trimming is obvious.

## World Meat Competition

### British Dominions Make Plans to Corner Empire Trade

There has been some speculation in meat trade circles concerning the outcome of the Imperial Economic Conference which opens in Ottawa, Canada, on July 26, 1932.

This is not confined to the British dominions. It interests every surplus meat-producing country of the world, because the import trade of the United Kingdom influences either directly or indirectly the entire world meat situation.

Suppose arrangements are made by which the British dominions are given preference in United Kingdom trade?

This would mean that Denmark, Argentina, Uruguay, Brazil and the United States—shut out of British markets—would compete sharply for what world trade was left. Canada, Australia and New Zealand would have British trade to themselves.

Some interesting pre-conference aspects of the situation (from the Canadian point of view) are set forth here by a man well-known in the meat trade in both the United States and Canada, and one who is familiar with production and distribution in both countries. He writes:

Editor THE NATIONAL PROVISIONER:

Canada's meat packing industry, with its allied livestock enterprises, has never had its attention so riveted on British political and economic developments as in the past three months. It is not too much to say that one-half of all trade and commercial interests in the Dominion, from the heavy steel manufacturer to the smallest producer of dairy and hog products, are just now being influenced in their future plans by the possible outcome of the Imperial Economic Conference, which opens at Ottawa on July 26.

#### Preference for Empire Meats.

An announcement was made in the middle of May, through the Montreal Board of Trade, of a plan said to be for submission to the British Government before the conference, "drawn up by a group of Dominion meat producers in Australia, New Zealand and Canada and by importers in Great Britain" urging a tariff on foreign beef, veal, mutton, lamb, bacon and ham, with preferences in each case for the Dominion interests, on the British market.

Part of this somewhat unusual statement reads:

"The full foreign tariff is fixed at 1½

pence (3 cents) a pound on all imports save lamb, on which the tariff on foreign imports would be 2 pence (4 cents) a pound;

"Where a preferential trade agreement is reached with a foreign country, the tariff on foreign meats would be reduced to three-farthings (1½ cents) a pound, with a penny charge on all lamb.

"A tariff of a halfpenny (1 cent) a pound is proposed on all meats imported from the Dominions, unless there is a reciprocal trade agreement, when the meat would be tariff free."

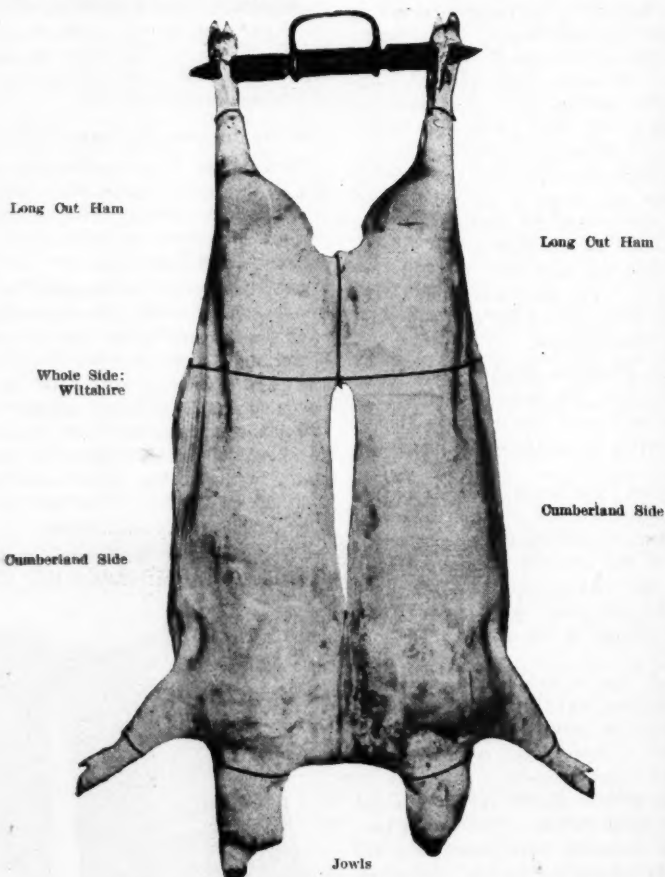
It says further that "the scheme is reported to have met with widespread approval in England, particularly in view of the fact that it will assure the

British farmer a steady, dependable market for his meat at home, and guarantee priority for Empire producers over meat imported from foreign sources."

#### Antipodean Sophistry.

The real figures behind the movement are representatives of Australasian meat producers, the New Zealand Meat Producers Board and certain lamb, mutton and beef agencies from Australia that have been active in London for the last two years. Apparently they are to "assure the British farmer of a steady, dependable market" in his own field because they are the British farmer's chief competitors!

The meat importing bodies in England. (Continued on page 42.)



#### PRINCIPAL EXPORT CUTS IN A BACON HOG CARCASS

The United Kingdom offers the largest market in the export trade for cured pork meats. The demand is for a well finished lean carcass, delivered either in the form of Wiltshires, Cumberlands or long cut hams.

The United States has been a heavy exporter of hams, but in the past year gammons from Continental bacon have offered sharp competition. The Wiltshire side consists of the whole side of the hog with the feet and jowls off, while the Cumberland is the same cut with the long cut ham removed.

The Canadian industry has suffered the same competition from Continental bacon as has the United States, although the bulk of Canadian hogs are better adapted to the production of English meats than are the well finished butchers produced so extensively in the Corn Belt of the United States.

Should the Imperial Economic Conference, meeting at Ottawa in July, give Empire preference in the import of meats, this would furnish a great impetus to increased hog production in Canada.

# Smithfield Ham Thirty Years Old Is Still in Edible Condition

If anyone doubts the efficiency of historic methods used to cure the genuine Smithfield type of ham, he has only to make a trip to the plant of P. D. Gwaltney, Jr., & Co., Inc., packers and curers of ham, bacon, sides, shoulders and jowls, Smithfield, Va.

Here P. D. Gwaltney, jr., president of the company, will show a ham which he cured in 1902, and which never has been under refrigeration. This ham, Mr. Gwaltney says, "is tender and sweet and fit to eat," despite its age and somewhat wrinkled appearance.

In addition to being what is probably the oldest piece of cured meat in existence—over 30 years old—it undoubtedly is the most valuable. Its owner prizes it so highly that he has insured it against fire and theft in the sum of \$5,000.

For the first twenty years of its life this venerable ham hung from a rafter in one of the packing rooms of the plant. Here it was exposed to the heat of summer and the cold of winter.

## Keeps It in a Safe.

During the last eight years it has been kept in a safe in the plant office. This safe is opened each day in order that the ham may have air, and so that it may be viewed by visitors to the plant.

When originally processed the ham weighed 18½ lbs. In the years that have passed since then it has lost about 65 per cent of its original weight. It is estimated that the ham will remain in good edible condition for another 25 or 50 years.

This ham has been exhibited at many food shows, and always has attracted a great deal of attention. Whenever it is shown unusual precautions are taken to prevent damage or loss by theft. When on exhibition a guard always is placed over it. As a further safety measure a brass collar, to which a chain is fastened, has

been placed around the shank. The chain can be padlocked to a secure fastening.

## Also Peanut with Age Record.

In addition to having the distinction of owning the oldest ham in the world, Mr. Gwaltney also possesses what is thought to be the oldest peanut. It was grown in Isle of Wight, County of Virginia, in 1890. "From all appearances," says Mr. Gwaltney, "the nuts in the shell are still sound and sweet."

Methods by which Smithfield type hams are produced were described in the March 30, 1929, issue of THE NATIONAL PROVISIONER.

## MEAT BOARD ANNUAL MEETING.

Heartened somewhat by the increase in meat consumption in 1931 as shown by government figures made public recently, representatives of all branches of the live-stock and meat industry, from live-stock producer to meat retailer, will gather in Chicago on June 23 and 24 to discuss the problems of the industry and formulate plans with a view to assuring a continued upward trend in the use of their product.



HERE'S THE FATHER OF ALL HAMS.

P. D. Gwaltney, Jr., president of P. D. Gwaltney, Jr. & Co., Inc., Smithfield, Va., holding what is thought to be the oldest ham in the world. It was cured in 1902, and never has been kept under refrigeration. Despite its age it is still "sound and sweet and fit to eat."

It is insured against fire and theft for \$5,000, and wears a brass collar and chain when it goes out to food shows.

The occasion will be the ninth annual meeting of the National Live Stock and Meat Board, to be held at the Blackstone Hotel. This board is engaged in an intensive program of research and education on the subject of meat with the purpose of promoting the welfare of the entire industry. Reports will be presented by R. C. Pollock, general manager, covering the organization's work of the past fiscal year which ends on June 30. It is said these reports will show that this was by far the Board's most successful year.

C. V. Whalin, of the U. S. Bureau of Agricultural Economics, will be present to report to the board on progress being made in stamping beef according to grade and similar reports will be given by John T. Russell and W. H. Tomhave, two of the Board's directors in Chicago, who have made an extensive survey of the subject. All of these reports are expected to show a big increase in the amount of beef stamped in this manner so that housewives may see exactly what they are getting at the retail market.

E. W. Sheets of the U. S. Bureau of Animal Industry, Dr. Pearl Swanson of Iowa State College, and Dr. C. Robert Moulton of the National Research Council are among those scheduled to report on scientific research which is being assisted by the Board. Prof. H. J. Gramlich of the University of Nebraska will tell what the universities and colleges are doing to further the study of meat in animal husbandry and home economics classes.

## COSTA RICAN TARIFF UP.

The proposed increase in the Costa Rican import tariff, according to the U. S. Department of Commerce, raises the duty on pure hog lard from about 6.5c per kilo to 10c per kilo, the most important item of United States exports of edible animal products to that country. Other items of the trade of this country that are affected are: Beef tallow, old rate 2.5c per kilo, new rate 7.5c per kilo; pork or other meats, dried, smoked or in brine, old rate 4c per kilo, new rate, 12.5c per kilo; ham, sausage and similar products, old rate 7.5c per kilo; new rate, 25c per kilo; canned meats, old rate, 20c per kilo, new rate 50c per kilo.

## CANADA'S BRANDED BEEF SALES.

Sales of branded beef in Canada during April totaled 1,818,844 lbs., compared with 1,983,022 lbs. in April, 1931. For the first four months of 1932 sales of branded beef totaled 7,047,365 lbs. compared with 5,032,396 lbs. in the 1931 period. The "red" brand constitutes the top grade, April sales of this brand totaled 656,391 lbs., and of the "blue" or second brand, 1,162,453 lbs.



## Chain Store Growth Tendency Has Not Been to Buy Out the Independent Merchant

Chain store systems have shown a tendency throughout their history to buy up other chain stores rather than independent stores, according to studies made by the Federal Trade Commission in its investigation of chain stores made under Senate resolution.

The results of this phase of the inquiry are made known in a report sent to the Senate on June 11, entitled "Growth and Development of Chain Stores."

Of the total acquisition of 6,475 stores made by reporting chains, it is estimated only 12 per cent were acquired from independents, thus accounting for less than 2 per cent of the total growth of chains through 1928.

### Have Chains Stopped Growing?

"In the public discussion of this subject," the Commission says, "the chain has been properly assigned an important role in reducing the number of independent stores, either through buying them out or by having them withdraw from business as a result of chain competition. This is perhaps the most important matter of public interest considered in this report.

"The question is raised, however, as to whether the future growth of the chains will be as rapid as hitherto."

The bulk of information on which the report is based was obtained from 26 kinds of business. It contains "a more or less complete record of store openings, store acquisitions and store closings" for 1,591 chains operating 61,766 stores on December 31, 1928. Information for 1,687 chains is available for 1929 and for 1,478 chains for 1930. Most of these are included in the group of 1,591 chains. The complete returns on these groups cover periods of from one to forty-three years.

The statistics are sufficiently comprehensive to show that "the cumulated openings and acquisitions reported for the 1,591 chains through 1928 (58,040) are equivalent to about 95 per cent of the total of 61,766 stores reported in operation by these chains on December 31, 1928."

### Few Stores Were Bought.

Of the gross total stores added by these chains during the period covered, slightly more than 11 per cent have been acquired from others and the remaining 89 per cent represent actual openings of new units.

"From 1925 to 1929, the proportions of acquisitions to gross total stores

added rose sharply from 3.3 per cent in the former year to 38.4 per cent in the latter, only to fall abruptly to 11.1 per cent of the gross total additions reported in 1930."

Reports of store detail for the 1,591 chains indicate substantial differences in the importance of store acquisitions and store openings in the growth of chain stores by kinds of business. Only eight groups, namely, drug, general merchandise, hardware, furniture, dry goods, grocery, men's and women's ready-to-wear, and grocery and meat, showed a ratio of acquisitions to gross total additions equal to or exceeding 11.2 per cent.

The bulk of the reported acquisitions in six numerically important groups (grocery, grocery and meat, drug, dollar-limit variety, men's and women's shoes, and dry goods and apparel) are ascribed to one or a few of the larger chain store organizations.

Among these are Kroger Grocery and Baking Co., which acquired through 1928 an aggregate of 1,668 stores, while the combined acquisitions of Kroger, American Stores Co. and The Grand Union Co. totaled 2,491 stores, or almost one-half and two-thirds respectively of the 3,668 acquisitions reported for this type of chain.

Other acquisitions which formed a large percentage of the total acquisitions in their particular kinds of business were: National Tea Co., 767 units, 54 per cent; J. C. Penney Co., 101 out of a total of 150 units; Louis K. Liggett Co., 248 units, 42 per cent; and the combined Liggett, Walgreen Co., and Peoples Drug Stores, Inc., 366 units, 62 per cent; McLellan Stores, Inc., and G. C. Murphy Co., 64 stores, practically 60 per cent; and George E. Keith Stores Co., (Walk-Over shoes) 37 per cent of the 120 stores acquired by the men's and women's shoe group.

### One-fifth of New Stores Closed.

Tables included in the Commission's report proper show, among other things, the number of store acquisitions, store openings and store closings for numerous chain store systems, according to groups such as groceries, drugs, variety (ten cent store and dollar limit), shoes, and miscellaneous. For instance, the Great Atlantic & Pacific Tea Co., from 1914 to 1930, acquired 300 stores, opened 17,49, and closed 4,896. F. W. Woolworth Co., from 1912 to 1930, acquired none, opened 1,331, and closed 46. J. C. Penney Co., from 1905 to 1930, acquired 244, opened 1,255 and closed 49 stores.

The total number of closings a year reported by 1,591 chain store systems through 1928 was 11,506, which is 20 per cent of the 58,040 stores reported added by these chains.

The report on "Growth and Development of Chain Stores," is expected subsequently to be printed.

## CHAIN STORE NOTES.

The National Association of Retail Grocers recently made the first concerted attack on a specific corporate chain organization when the association went on record as believing the Great Atlantic & Pacific Tea Co. a potential monopoly. The retailers at their recent annual convention in St. Louis resolved to appropriate funds for making an expert investigation and turning over results to proper government agencies.

More than 1,000 independent food merchants of California have become members of the Independence Grocers' Alliance of America since the first of the year. I. G. A. is being sponsored in California by Haas Bros., I. G. A. supply depot at San Francisco, with branches at Fresno and Oakland, and the M. A. Newmark & Co. of Los Angeles.

The National Tea Company has closed around 90 small, low volume, unprofitable stores during the past year. Reduction in dividend rate from 25 cents to 15 cents quarterly has been announced. Directors declared a quarterly payment of 15 cents, placing the common stock on a 60 cent annual basis, compared with \$1 formerly. Elimination of unprofitable units, together with decline in commodity prices accounts for reduced dollar sales. Reductions in operating costs have been made and turn-over increased.

## PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain stores, and food manufacturers listed stocks, June 16, 1932, or nearest previous date, with number of shares dealt in during week, and closing prices on June 9, 1932:

	Sales.	Hgh.	Low.	Close—	June
	Week ended	June 16.	June 16.	June 16.	June 9.
Amal. Leather.	100	1/4	1/4	1/4	1/4
Do. Pfd.	.....	.....	.....	.....	.....
Amer. H. & L.	300	1 1/2	1 1/2	1 1/2	1 1/2
Do. Pfd.	.....	.....	.....	.....	.....
Amer. Stores.	1,800	25 1/2	25 1/2	25 1/2	25 1/2
Armour A.	1,350	1/2	1/2	1/2	1/2
Do. B.	1,400	1/2	1/2	1/2	1/2
Do. Ill. Pfd.	100	4 1/2	4 1/2	4 1/2	4 1/2
Do. Del. Pfd.	100	26	26	26	26 1/2
Bartt Leath.	.....	.....	.....	.....	.....
Do. Pfd.	.....	.....	.....	.....	.....
Beechnut Pack.	400	31	31	31	30
Bohack, H. C.	.....	.....	.....	.....	.....
Do. Pfd.	.....	.....	.....	.....	.....
Brennan Pack.	.....	.....	.....	.....	.....
Do. Pfd.	.....	.....	.....	.....	.....
Chick. C. Oil.	600	6	5	5	6
Childs Co.	100	2	2	2	2 1/2
Cudahy Pack.	800	22	22	22	21 1/2
Firat. Nat. Strs.	8,800	42 1/2	41 1/2	42 1/2	40 1/2
Gen. Foods	19,600	23 1/2	22 1/2	23 1/2	20 1/2
Gobel Co.	8,100	4 1/2	3 1/2	4 1/2	3 1/2
Gr. A. & P. 1st Pfd.	750	112 1/2	112 1/2	112 1/2	108 1/2
Do. New	200	120	119	119	110
Hormel, G. A.	.....	.....	.....	.....	.....
Hygrade Food.	100	2	2	2	2
Kroger G. & B.	8,300	12 1/2	12 1/2	12 1/2	10 1/2
Libby McNeill.	100	1	1	1	1
McMarr Stores.	.....	.....	.....	.....	.....
Mayer, Oscar.	.....	.....	.....	.....	.....
Mickelberry Co.	.....	.....	.....	.....	.....
M. & H. Pfd.	.....	.....	.....	.....	.....
Morrell & Co.	.....	.....	.....	.....	.....
Nat. P. P. A.	.....	.....	.....	.....	.....
Do. B.	.....	.....	.....	.....	.....
Nat. Leather	200	5 1/2	5 1/2	5 1/2	5 1/2
Nat. Tea	300	29	27 1/2	28 1/2	25 1/2
Proc. & Gamb.	17,900	20	19 1/2	20	18 1/2
Do. Fr. Pfd.	20	91	91	91	91
Rath Pack.	50	13 1/2	13 1/2	13 1/2	13 1/2
Safeway Strs.	10,200	40 1/2	39 1/2	40 1/2	35 1/2
Do. 6% Pfd.	40	64	64	64	62 1/2
Do. 7% Pfd.	170	70	70	70	70
Stahl Meyer	.....	.....	.....	.....	.....
Swift & Co.	7,900	10	9 1/2	10	9 1/2
Do. Intl.	17,100	16 1/2	16 1/2	16 1/2	14 1/2
Trunz Pork	.....	.....	.....	.....	.....
U. S. Cold Stor.	.....	.....	.....	.....	.....
Do. Leather	100	1 1/2	1 1/2	1 1/2	1 1/2
Do. A.	500	3 1/2	3 1/2	3 1/2	3 1/2
Do. Fr. Pfd.	.....	.....	.....	.....	.....
Wesson Oil	1,100	9 1/2	9 1/2	9 1/2	9 1/2
Do. Pfd.	100	45 1/2	45 1/2	45 1/2	45 1/2
Do. 7% Pfd.	.....	.....	.....	.....	.....
Wilson & Co.	100	1 1/2	1 1/2	1 1/2	1 1/2
Do. A.	100	13 1/2	13 1/2	13 1/2	13 1/2
Do. Pfd.	100	13 1/2	13 1/2	13 1/2	13 1/2

## EDITORIAL

### *Cost Cutting May Increase Expense*

There has been a feeling that wrapping and packaging may have been overdone by packers.

But if the packer stops to think, he may find that he has in his wrappers and packages assets of value greater than is generally suspected.

The story is told of a packer who recently had this fact forcibly brought to his attention. Like many others he was seeking for further ways to reduce production and merchandising costs, and it appeared that a considerable saving could be made by using cheaper materials for his wrappings and packages. It was felt that if the same colors and designs were used on the new wrappers and packages the change would not be very apparent to consumers and that, inasmuch money had been spent to popularize the brands, housewives would not easily be weaned away from them by so trifling a matter as a slightly less attractive container.

But there was one angle which apparently had been overlooked. This was that in the particular territory in which this packer operates price competition had been severe, and much inferior product had been placed on the market as a result.

This packer did not attempt to compete on a price basis. He maintained the quality of his products, and asked and received a fair price for them. Despite reduced consumer buying power due to unemployment, he had more than held his own as far as volume was concerned. The consumer had come to know that she could depend on the quality of products bearing his trade mark.

But it was noticeable that from the day the new packages were used volume began to drop. At first it was thought this might be a temporary situation. But when several weeks passed without any noticeable improvement it was decided that it was time to look for the reason.

Here is what this packer found: Many housewives were not buying his brands because they were suspicious of the products in their new containers. They had suffered so many disappointments in their meat buying that they were no longer disposed to take a chance. They had noticed that the packages had been cheapened, and they were not sure that the cheapening had not also been extended to the contents. They apparently figured that it was the safer plan to switch to other brands with good reputations, and which had maintained the good appearance of the

package, rather than to take a chance with the brand previously called for.

This packer estimates that his experiment in wrapping and package economy cost him several thousand dollars in lost volume and in expense for the cheaper packages, and he is not sure that he will be able to regain much of the business that has gone to competitors. Although he has changed back to his original wrapping and packaging materials his volume still is considerably below what it was before the cheaper materials were adopted. Apparently the customers he lost are satisfied with the brands they are now using.

Another packer is now beginning to suspect that he may have carried his plant economy program too far. For some weeks, despite the utmost care and attention, unit production costs have increased. This has shown up principally in repair costs and lower production. Perhaps a little broader view in providing for maintenance, upkeep and labor will enable him to hold his costs at the point where he feels they should be.

It is a simple matter to reduce expenses arbitrarily, but unless all factors influencing results are considered carefully the final results, as in the two cases mentioned, may be considerably different than were anticipated. And sometimes these adverse results do not show up until some time after cost reductions have been made.

### *Production and Sales Efficiency*

Closer coordination of production and merchandising departments, and more cooperation in their activities, appears to be a need in some meat packing and sausage manufacturing organizations.

Good merchandising starts in the plant. Products which reach the shipping room carrying a heavy burden of production and overhead costs find it difficult to compete with those from the efficient plant, regardless of the abilities of the sales force. On the other hand, products produced efficiently are often merchandised at a loss.

These facts should be obvious, but apparently some operating and sales executives choose to overlook them. In these cases there should be more appreciation of the fact that every time production efficiency is increased more profitable merchandising is possible, and that the profits from efficient merchandising are the means that make possible more efficient production.

Lowest production costs and highest merchandising efficiency can be attained only when production and sales departments work together in closest harmony and with one thought — profits — uppermost.

# Practical Points for the Trade.

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## Better Hide Take-off

Hides and skins constitute the most important by-product of cattle and calf slaughter.

While imperfections in the hide itself, such as grub holes, materially reduce its value, otherwise first-class hides often are so damaged in take-off and cure that they can be classified only in low grades.

A packer who wants to improve his take-off, cure and marketing of hides says:

Editor The National Provisioner:

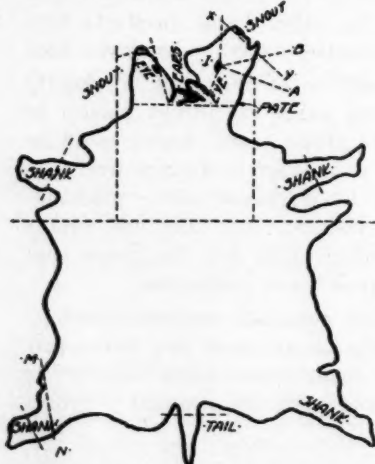
We slaughter more cattle and calves than any other class of livestock, and would like to know what is regarded as best practice in take-off, cure, trim, grading and marketing hides, as well as any other information regarding the handling of hides you can give us.

We know that many other packers get better prices for their hides than we do, and would like as much information on the above points as we can get to check against our practices.

Cattle should be skinned uniformly, and each packer should use a standard packer hide pattern as a guide, to eliminate all misunderstanding between buyer and seller at the time sales are made.

Certain lines must be followed by floor-men on the killing floor, as this work is extremely important and very similar to work performed by skilled labor in various other departments where a slip of the knife is costly.

When a hide is scored it represents a loss to the packer, and the scoring of the fell also should be avoided. The aggressive packer works along educational lines with the floor-men, backers, rumpers and droppers, in order to obtain the best possible results.



OLD METHOD OF HIDE TAKE-OFF.

Hide pattern showing the old trim still followed by many smaller producers.

## How to Remove the Hide.

The first operation in removing the hide is to insert the knife back of the horn and draw over to the left side. Cut on a straight line from the left horn down alongside of the left eye to the snout. Remove the skin from the face. Continue around the right jaw to the center of the neck. On a line with the incision made by the sticker, the hide is opened to the lip. Next remove skin from left jaw.

**Front Feet.**—The front feet are skinned first, cutting around the hoof so that the hide will present a straight edge. The dewclaws are cut off and a straight cut is made on the inside from the hoof to the knee joint. The foot is then skinned on either side. Taking the shin bone in the left hand, the hide on the front of the foot is removed by one cut from the knee to the hoof.

**Hind Feet.**—The hind foot operation is practically the same as for the front foot, but *caution must be observed so that the fell is not cut or broken.*

**The "Rim-Over."**—A straight incision is then made from the original incision made by the sticker to the pizzle butt. The brisket on the high side—that is, the side opposite to that on which the bullock is pritched up—is first skinned, then the belly on the same side to the cod fat. This operation is known as "rim-over".

The cod is then cleared and the rim-over is carried forward on the pritch to the pizzle. The brisket on the pritch side is then skinned and the rim-over is carried on down to the pizzle, and is completed to the ribs on both sides of the carcass.

**Hind Legs.**—Another straight cut is then made by the leg breaker, to meet the open-up incision about four inches behind the cod. Both hind legs are then skinned on the inside. The front shank is opened up on a line with that made by the foot Skinner to the center of the shoulder and then on a line to a point about 2 in. in front of the beginning of the brisket bone, where the original opening incision is met. The high side of the carcass is skinned over the ribs until the flank and nose are entirely cleaned. The pritch stick is changed to the high side and the pritch side is cleaned in like manner.

The next operation is the skinning of the outside of the hind leg. To start this operation, cut upward from the point where the floor-men left off, whereas on the left leg the start is made downward from the point where the leg breaker discontinued. *It is very*

*important in this operation, also, that the fell covering be preserved.*

**Tail Butt.**—The rumper then begins at the tail butt and clears out around it. From there the left or low leg is skinned with a downward cut to the fell covering of the hip bone. The right or high leg is worked in the same manner, but the butcher must use his left hand. Here again, the hip fell covering must be left intact.

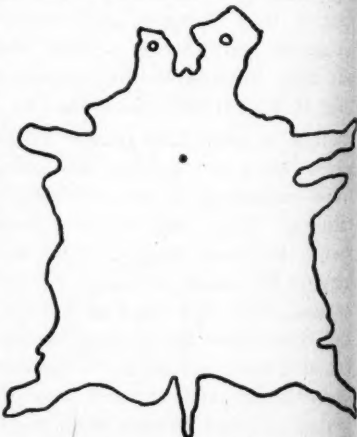
**Hips.**—The hide is next pulled down half way from the hip fell and then removed from the remainder of the hips. By downward cutting the hide is removed from the back between the hips and shoulders.

**Hide Dropping.**—Hide dropping is the last operation, which consists in removing the hide from the back of the neck after the clear-out has been completed. The cord in the back of the neck is split on the center line and the hide entirely removed.

When the hide is removed or dropped from the carcass, it is bad practice to drag it over a wet floor, which increases the moisture and makes it difficult to arrive at the proper allowance for the accumulation of moisture when figuring the weight of the put-down.

## "Corduroy" Hides Objected To.

"Corduroy" hides have been the subject of a good deal of complaint from tanners. These are hides in which the flesh side has been damaged by the floor-men by taking them off in such a manner as to give both the beef and the hide a wavy appearance. This is due to the improper angle at which the knife is held in the right hand, and to im-



NEW METHOD OF HIDE TAKE-OFF.

Hide pattern showing new trim, by which ears and snouts are removed. This method has proved more satisfactory to the tanner, but it results in considerable shrinkage in hide weight.



proper tension of the hide held in the left hand.

Some butchers have regarded the production of such hides as something of an achievement, but they are frowned on in the trade and every effort should be made to overcome the production of such hides.

Grading of hides and calfskins will be discussed on this page next week.

## Utilizing Fresh Bones

A wholesaler who does not kill wants to know what to do with the fresh bones from his cutting room. He says:

Editor The National Provisioner:

We have about 300 to 500 pounds of fresh bones from our cutting room each day and we are not receiving any revenue from them. What by-product can I make from these bones which will call for a very small investment and what type of businesses use the particular by-product you recommend?

Processing bones for grease and ground bone meal at present market prices hardly pays manufacturing costs. The quality indicated would hardly make it pay to incur any considerable investment for rendering tank and grinder. If there is a rendering establishment in the vicinity the green bones could be disposed of to it. This would be an inexpensive way to dispose of them just now.

But there should be a good outlet among the farmers and poultry raisers for ground green bone. This is an excellent supplementary feed for laying hens and growing stock. A bone grinder can be purchased at small cost. The ground bone would have to be disposed of promptly, as it sours quickly.

## Storing By-Products

In these days of low by-product values many packers have to hold such product longer than in normal times. A Midwestern packer is planning to store edible cracklings and dried blood and asks for information on how to go about it. He says:

Editor The National Provisioner:

We anticipate storing some hard-pressed edible pork and beef cracklings and dried blood. As we have not had any experience in storing either of these products we would appreciate any information you can give us.

Both cracklings and blood should be dry when they go into storage and the storage room should be kept dry. If these requirements are met cracklings and blood can be stored indefinitely with little deterioration.

It is particularly desirable to have blood well dried. For best results the moisture content should be reduced to around 8 per cent. If it ranges much higher than this, say 12 to 14 per cent, considerable heating will take place, rendering the product unmerchantable.

Are your questions answered here?

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

### INCREASING BACON YIELDS.

(Continued from page 19.)

#### Equipment Needed.

"These will give us an assortment sufficient to take care of all lengths in the 9 in. width bacon, and will handle all bacon from 8 in. up to and including 10 in. Of course, if we should want to take on any business for 7-in., 8-in., or 10-in. width we would have to secure molds of those widths.

"As to costs, 85 molds @ \$12.00 will cost \$1,020.00 for sufficient molds to handle 60,000 lbs. of bacon weekly. At the most conservative figure we would save 50c per cwt., or \$300.00 per week. Some investment I would say, that pays for itself in less than four weeks!

"Of course, if we should hang our slicing bacon in the sliced bacon cooler, instead of laying it on shelves as we do, there would be an additional expense for shelf racks, as molded bacon should never be hung up. Instead, it must be spread on shelves and allowed to temper to proper slicing temperature, the best temperature for slicing being 32 to 33 degs. Fahr.

"Here again the costs of refrigeration are practically offset. Molded bacon must be handled in low temperature freezers at 10 to 12 degs. below zero, but very little refrigeration is required in the slicing cooler as compared

to the old method of chilling the hot bacon in the slicing cooler.

"Incidentally, with prompt handling from the smokehouse to the freezer, there is approximately 1 per cent less shrink from smoked weight."

#### The Cycle of Operations.

"Just what is the cycle of operations, Dick?"

"It is very simple. We skin our bacon after smoking, because we have found that we can do a much better job and do it cheaper, offsetting any possible loss as between smoked skins and fresh skins. We allow the bacon to cool off over night in natural temperatures before skinning, to avoid any free lard on the surfaces of the bacon.

"At the skinning machine we have an inspector, who will size the bacon for lengths at the same time and toss into bins.

"The mold packers take the bacon from these bins and pack in the proper length molds, always taking pains to see that the bacon fits the mold snugly. The molds are lined with paper on the side which opens up, and a piece of paper cut the proper size is placed on each metal divider. This is done to keep the bacon from sticking to the metal when frozen, and tearing when removed from the mold.

"The molds are packed to capacity and the pressure lids applied, after which the loaded molds are transferred to a sharp freezer for 10 or 12 hours. This is sufficient to set the bacon into permanent shape.

"Molds are then removed from the freezer and the bacon taken from the molds and inspected for any imperfections. The passed bacon is then taken to the slicing machine, or placed on shelves in sliced bacon coolers for stock.

#### With or Without Sharp Freezer.

"It is the best practice to place all bacon on the shelves for a day at least to insure uniform slicing condition. You will see from this that we can turn our molds every day.

"Anyone not having sharp freezer facilities can accomplish the same results by using a temperature of 15 degs. above zero Fahr. for 36 hours. But, of course, it will require twice the investment in molds for the same volume. In other words, the particular advantage in a sharp freezer is the quick turnover of equipment."

"All right, Dick, very interesting! Now, let's get going. Right now I cannot think of any better way to make some money quickly than to put these molds on the payroll and start saving 1/2c lb. on our slicing bacon business."

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

## Dry Cured Bacon

Fancy dry-cured bacon is always in brisk demand. It is especially well suited for selling sliced in cartons, and appeals to the trade that demands a high grade product. It is not difficult to make, if you know how.

Complete directions for making this fancy product have been prepared by THE NATIONAL PROVISIONER, and may be had by subscribers by filling out and mailing the following coupon, together with a 2c stamp:

The National Provisioner,  
Old Colony Bldg., Chicago.

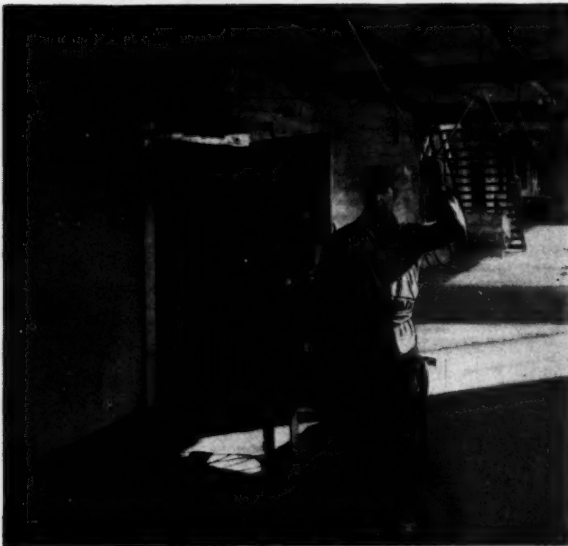
Please send me formula and directions for making Fancy Dry Cured Bacon.

Name .....

Street .....

City ..... State .....

Enclosed find 5c stamp.



AIR-LEC DIVISION, OSCAR MAYER & CO., Madison, Wis.

Please send me full information about AIR-LEC for opening and closing cooler doors.

NAME OF FIRM .....

ADDRESS ..... BY .....

## AIR-LEC

**opens and closes your  
large cooler doors  
automatically—  
and the saving pays for its cost!**

NOW, more than ever, cutting costs are important. Air-Lec automatic door operators reduce the cost of lost refrigeration because the doors are kept tightly closed except when the trucks actually pass through the doorway. A pull of the cord inside or outside and the doors open or close instantly. Air-Lec cuts the cost of a door-tender and pays for itself in a single month. Fill in the handy coupon at the right. We'll forward full Air-Lec information.

**AIR-LEC DIVISION**  
**OSCAR MAYER & COMPANY**  
Madison, Wisconsin

## Sanitary, Odorless and Efficient Refrigeration

### By the Spray Method

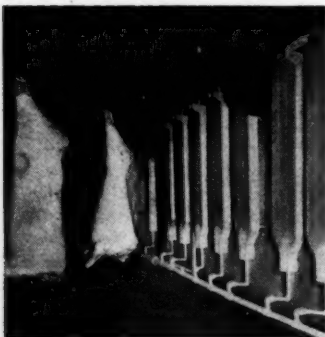
SCOTT'S Refrigerating Circulating Units maintain perfect cooler conditions *always*. Air from the lower part of the cooler is continuously cooled, purified, humidified and discharged near the ceiling. Musty air, warm air-pockets, and dripping ceilings are eliminated—*instantly*. A very noticeable saving in meat shrinkage is one of the beneficial factors of this system. Refrigeration costs are reduced, space is saved, equipment and maintenance are lowered.

Write today for  
details.

**SCOTT'S**  
Refrigerating  
Circulating  
**UNITS**

Pat. No. 1828877

**E. E. SCOTT**  
927 O'Fallon Ave.  
Dayton, Kentucky



Cooler of the John B. Ireton Co.,  
Cincinnati, Ohio



Application in many departments: Boiled Ham, Canning, Curing, Cutting, Inspection, Killing, Lard Refining, Rendering, Sausage!

### Immediate Improvement in Cooler Conditions

Proper air circulation will keep coolers dry—but not too dry. It will increase chilling speed and improve chilling uniformity, banish condensation and dripping.

### High Efficiency—Low Cost

The WOLVERINE fan is built right and priced right. Sold direct by manufacturer. Let us help with your air circulating problems.

**Belanger Fan & Blower Company**  
9316 Woodward Avenue  
Detroit, Mich.

## Investigate **ROCK CORK**

This modern low temperature insulation—  
24 years' time-tested

1. *Highly efficient*
2. *Moisture-resistant*
3. *Completely sanitary*
4. *Odorless*
5. *Permanent, mineral composition*

NO OTHER low temperature insulation equals Rock Cork in its ability to maintain its high initial efficiency over a long period of years. No other material offers higher resistance to moisture infiltration.

Full Information on Request



**Johns-Manville**

292 Madison Ave.  
New York

# Refrigeration and Frozen Foods

## Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

### CONDENSER WATER.

The quantity of water passing through a tubular condenser, whether of the double pipe or shell and coil type, is governed by two factors—amount of heat to be removed in the condenser and the desired temperature rise in the water.

The function of a refrigerating plant is to raise heat from a low temperature level to a higher temperature level, this higher level being at a temperature at which the heat can be transferred to water.

Thus all of the heat taken from a cold storage room or freezer is transferred to the condensing water. In addition, further heat is generated by compression, the relative amount due to this cause varying according to the difference in temperature levels. The greater the elevation of temperature the greater the proportion of heat due to compression.

For low temperature work or high condensing temperature, this may be as high as 30 per cent of the useful refrigeration. An average condition may be taken as about 20 per cent. In a 15-ton plant, for example, using condenser water at 52 degs. Fahr. the heat extracted is about 3,000 B.t.u. per minute. This calculation is based, of course, on actual working temperatures at 200 B.t.u. per minute per ton of refrigeration.

In passing through the compressor the equivalent of about 20 per cent of this, or 600 B.t.u. per minute is added, making a total of 3,600 B.t.u. per minute passing to the condenser and being transferred to the condenser water during condensation of the refrigerant.

One B.t.u. is the amount of heat involved in the change of temperature of one pound of water by 1 deg. Fahr. Since there are 10 lbs. of water in one gallon, 3,600 B.t.u. per minute is equivalent to 360 gallon degrees per minute. The quantity of heat involved having been determined the next point to be decided is the permitted temperature rise in the water. Ten degrees is a generally accepted standard figure. If the condensing water is high in temperature, as in tropical countries, this rise is frequently reduced to 7 or 8 degs. Fahr. to keep down condenser pressure and thus save power. Where the temperature of the available water is low the temperature range may be increased to 12 or even 15 degs. Fahr.

Thus the water consumption for a 15-ton refrigerator may be anything between  $360 \div 15 = 24$  gallons per minute to  $360 \div 10 = 36$  gallons per minute. Similarly in the case of the 10-ton condenser the quantity of water required would be in proportion to the refrigerating capacity that is, 10/15 or two-thirds of above quantities, varying between  $10/15$  of  $24 = 16$  gallons per

minute to  $10/15$  of  $36 = 24$  gallons per minute.

The cross sectional area of the water passage in a tubular condenser is usually designed for a 10-deg. water range at a speed of 4 to 6 ft. per second. The efficiency of a condenser falls off with low water speed, and this may cause a refrigerating plant to work better when the water rate is in excess of the quantities indicated above.—Ice and Cold Storage.

### ACCIDENT RECORDS IMPROVE.

The 1931 summary of injury experience in the refrigeration industry is the most reliable ever obtained. Reports cover the experience of 69 units—a gain of 15 over 1930 and 23 over 1929. In the two years hours of exposure in reporting units have increased from 20,000,000 to 29,000,000 man hours. Further interest in members of the National Safety Council in their accident experience from year to year is shown by the fact that, of the 38 units reported for 1931, almost half have been reported in each of the previous two years.

The records of these consistently reporting organizations, released recently by the National Safety Council, show a 30 per cent reduction in lost-time injuries per 1,000,000 hours worked and a 65 per cent reduction in days lost per 1,000 hours worked, since 1929. These records show that the reductions in both injury rates during 1931 were about equal to those of the previous year. Employment conditions, as indicated by the hours worked from year to year in these plants, have remained fairly stable. There has been a drop of only 1,000,000 hours in the two years.

An outstanding feature of the experience in these organizations during 1931 and 1930 is the sharp drop in frequency of fatalities. This improvement accounts, in large measure, for the sharply lower severity rates of 1930 and 1931.

The severity of permanent partial disability injuries also decreased during 1930 and 1931, in spite of an increase in the frequency of these injuries. This latter change may be due to more carefully kept accident records. At least the sharp decrease in the severity of these accidents and in the frequency of fatalities indicates the elimination of some serious hazards.

The frequency rate in the refrigeration industry during 1931 for 29 reporting units was 28.56; for 1930 it was 32.65 and for 1929 it was 40.95. The severity rates for these years were 1.04, 2.21 and 2.91 respectively.

The larger units among the 29 consistently reporting organizations have made the best reduction in accidental injuries. While they have been reducing frequency at the rate of 15 per cent per year, the rates for small organizations have risen from 32.67 in 1929 to 35.29 in 1931.

Severity rate in the small units has fluctuated widely during this period, but in the larger units it has been consistently downward. The experience of

the medium size organizations, with 100 to 249 employees, has been particularly good in that not a single fatality has occurred in three years. Success in the elimination of injuries of all types in these organizations has been remarkably uniform.

Injury rates for all organizations reporting for 1931 have reached 32.18 for frequency and 2.00 for severity. These rates would have been considerably higher, the National Safety Council says, were it not for the inclusion of the favorable experience of units that have been reporting regularly. These had a frequency rate of only 28.56 and a severity rate of only 1.04 in 1931.

The individual records of small plants show some good results during 1931. The largest unit in the group had 35 employees who worked 105,000 hours during the year and made the best record by going through the entire 12 months without a single lost-time injury.

Five small units also established no-accident records. A small organization which has reported for the past three years, had a frequency rate of 79.21 and a severity rate of 95.78 in 1929. These were reduced sharply in 1930 and further in 1931 to 29.05 and 0.7.

An inspection of individual records showed that units with the lowest frequency rate usually have also the best standings in severity. The organization with the lowest frequency rate in the group of large largest units, for example, is also first in severity.

In the group of medium size units, the company with the lowest frequency rate ranked second in severity. The organization in the medium size group with the lowest severity rate ranked third in frequency. A poor standing in severity, the Council states, is almost sure to mean that injuries are more costly to the company and its employees than in companies with lower severity rates.

### FROZEN FOODS DEVELOPMENT.

Packers and retailers who have not followed closely the gradual development of frozen food sales, particularly in the East, may be surprised at the progress being made. General Foods, largest producer and merchandiser of frozen meats, fruits and vegetables, recently released a statement of the year's developments in frozen foods. Included were the following:

1.—First-grade dealers to the number of 300 are now selling Birdseye frosted foods in Eastern territory under license.

2.—New products have been added steadily to the line, bringing the total number of items now being marketed close to 100.

3.—Practically every dealer handling Birdseye frosted foods has reported profits from the franchise. Repeat sales have run high.

4.—A new territory (New York and surrounding states) has been opened since the first of the year, with 21 new outlets in greater New York, 25 in Philadelphia, 12 in Pittsburgh.

5.—Three New England packing plants have been purchased and merged



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(as Batchelder, Snyder, Dorr & Doe Co.) to form one of the largest New England packing houses.

Goal of the company for 1932, as far as dealers are concerned, is from 700 to 1,000 dealers in Eastern territory.

### FROZEN FOOD STUDIES.

More than 6,000 small containers of frozen fruits and vegetables were prepared and studied at the frozen pack laboratory of the U. S. Department of Agriculture at Seattle, Wash., last season, the department reports. The laboratory, under the direction of the U. S. Bureau of Plant Industry, was established in 1931 exclusively for research in preservation of fruits and vegetables by freezing.

The 6,000 containers held fruits and vegetables put up under every important method of freezing preparation and packing. Many different types of containers were used, some being sealed under vacuum. In the last three years 30,000 small containers of fruits and vegetables have been studied at Seattle by the Bureau.

### PRODUCE IN COLD STORAGE.

Cold storage holdings, butter, cheese, eggs, on June 1, 1932, with comparisons:

	June 1, 1932.	May 1, 1932.	June 1, 1931.
	M lbs.	M lbs.	M lbs.
Butter, creamery .....	29,203	10,394	35,155
Cheese, American .....	40,486	38,951	46,764
Cheese, Swiss .....	4,985	6,558	5,237
Cheese, brick and Munster .....	509	401	498
Cheese, Limburger .....	926	837	271
Cheese, all other .....	5,175	4,017	7,472
Eggs (cases) .....	5,370	2,962	7,887
Eggs, frozen .....	95,097	81,920	106,607

### REFRIGERATION NOTES.

A cold storage plant has been opened for business in Ashland, Wis., by Emil and Hugo Bauch.

The General Cold Storage Co. has been organized at Detroit, Mich., with R. C. Sawyer as general manager.

Federal Ice Refrigerating Co., Niles, Mich., recently installed additional refrigerating equipment in its plant.

A large produce terminal in Springfield, Mass., is being considered by the New York, New Haven & Hartford Railroad.

National Ice & Cold Storage Co., Los Angeles, Calif., is planning to enlarge its cold storage warehouse and ice plant.

Considerable alteration work has been done in the plant of the Parsons Cold Storage Co., Parsons, Kans. Included in the work was the construction of freezer rooms.

Booneville Ice & Storage Co., Booneville, Ind., recently added a 3-ton refrigerating machine to its equipment.

Klevenhauser cold storage plant at Altoona, Wash., was totally destroyed by fire recently. The plant was valued at \$50,000.

Fire recently destroyed a cold storage plant of the Apple Growers Association and a packing plant of the American Fruit Growers, Inc., at Van Horn near Pine Grove, Ore.

The ice plant of the Wakulla Ice & Cold Storage Co., Crawfordville, Fla., will be placed in operation soon, it is said.

Union Ice & Cold Storage Co., Stock-

ton, Calif., has a proposal before the city council to construct a shipside refrigerating terminal on city-owned land adjacent to the deep water turning basin.

Edwin J. Symmes, Bakersfield, Calif., has plans for the construction of a refrigerating plant to cost \$50,000.

Construction of the \$250,000 plant of the California Carbonic Ice Manufacturing Co. in San Francisco, Calif., has been postponed temporarily.

Atlantic Ice & Coal Co., Milledgeville, Ga., is erecting a cold storage plant.

British Columbia Fruit Growers Association is planning the construction of a cold storage plant in Kaleden, British Columbia, Canada.

### FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on June 1, 1932, with comparisons:

	June 1, 1932.	May 1, 1932.	June 1, 1931.
	M lbs.	M lbs.	M lbs.
Broilers .....	5,143	7,436	4,800
Fryers .....	3,278	4,769	2,840
Roasters .....	11,069	15,965	8,000
Poultry .....	4,908	5,138	6,000
Turkeys .....	8,265	9,500	3,800
Miscellaneous .....	12,019	13,753	8,800

### CANADIAN STORAGE STOCKS.

Stocks of meat on hand in cold storage warehouses in Canada on May 1, 1932, with comparisons, as reported by the Dominion Live Stock Branch:

	May 1, 1932.	Apr. 1, 1932.	5-yr. av. May 1.
	Lbs.	Lbs.	Lbs.
Beef .....	8,146,248	8,914,000	11,574,960
Veal .....	930,141	1,005,906	1,387,000
Pork .....	41,475,782	40,251,047	41,576,000
Mutton and lamb .....	4,106,655	5,022,065	2,900,000

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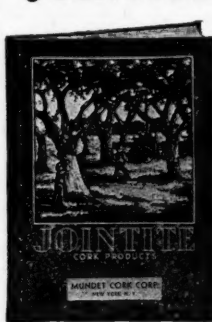
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# A Page for the Packer Salesman

## Profitable Selling

### A Salesman's Responsibility That Must Be Taken Seriously

Much of the responsibility for profitable prices for meat products rests on the shoulders of the packer salesman. And it is important at this time that each salesman recognize the extent of this responsibility.

Much meat merchandise is being sold at a loss. Obviously such a condition cannot continue indefinitely.

The packer salesman must exert his best efforts to get list prices and to refrain from adding to trade difficulties by reporting "hearsay" prices. One packer executive writes:

Editor THE NATIONAL PROVISIONER:

I appreciate that the salesman's page in THE NATIONAL PROVISIONER is primarily for the men on the firing line—the salesmen—but I have noticed that occasionally letters on meat sales matters from sales managers and others are published. This has encouraged me to write to you on a matter—prices—that is of major importance at this time to the meat packer.

I think everyone will agree that prices of all commodities are below intrinsic values. In fact, in many cases they have gone below any sense of reason. Gild-edge stocks and bonds have been hammered down to points that have brought distress to the financial world. Employee salaries and wages have been reduced. Thousands of men are without work.

### Confidence and Nerve Needed.

Livestock values have been driven down to a point where producers are facing very difficult conditions. Cotton, corn, wheat, produce, cottonseed oil, lard and most every staple commodity should now be down to the bottom of the price decline.

It is going to take confidence and a lot of nerve to change this picture. Both chain stores and individual retailers are running a race to see who can sell the cheaper. One result has been that the credit situation is one long nightmare for the meat packer.

The desire on the part of the retailer to have a lower price "special" than his competitors has been one of the leading causes for the prices of packinghouse products being driven down below the cost of production. The salesman's eagerness to get orders at any cost and the packer's anxious state of mind about tonnage have been other factors.

One of the things that it is essential for packer salesmen to realize at this time is that the packer must have a profit on the meats he sells. Promiscuous shading of prices make for losses. The price situation could be bettered materially if every packer salesman would put forth every effort to realize the prices quoted on the price lists.

### Hearsay Price Depress Market.

It may be a difficult matter for a packer to make a price list that will apply to all territories in which he operates. Therefore he is dependent, in some measure, on his salesman's ability and judgment.

Every time a price is cut the entire price situation is made worse. Every time a salesman holds out for and gets the full list price he makes a worthwhile contribution to the return of better business conditions.

Packer salesmen should realize their obligation, and cooperate to the fullest extent.

Price shading by packer salesmen is nothing new. It has been preached against for years. But despite all efforts made to eliminate or reduce it, price shading is a greater evil today than it ever has been. And much of it, I feel, is unnecessary. Less order taking and more salesmanship would better the situation materially.

And I would urge that salesmen pay less attention to what they hear in the stores of customers. Misrepresentation of prices by retailers is an evil only because salesmen believe what they are told. No salesman should report prices unless they know the goods were sold at the prices stated. All hearsay should be cut out.

Yours truly,  
SALES MANAGER.

## BETTERING SALES METHODS.

Every retail meat store is a prospect for the packer salesman. And every retailer will buy, one old time salesman says, if the product is first-class, the price in line and the solicitation is properly made.

"When I fail to make a sale," this salesman said recently, "I find it is poor business to hunt up an alibi. What helps me most is to realize that the fault was my own, to analyze my solicitation and the dealer's reaction to it and to attempt to find out what was wrong."

If such an analysis did nothing more than prevent the salesman from getting into the habit of making excuses for himself, it probably would be worth while. But it will help him to perfect his methods of presenting his products to retailers in the most attractive and appealing manner.

## SALES INSURANCE.

Many an excellent product fails to make good in a store because the proprietor and clerks were not thoroughly informed on it and made familiar with its selling points. The packer salesman can sell to a retailer only as much as housewives will take off the dealer's hands. And unless the retailer and his clerks are acquainted with a product's merits they cannot do a good job of selling it to customers. Thoroughly acquainting everyone in the store with new products when they are sold is good insurance against failure to sell an order of the same product later on.

Do your salesmen read this page?

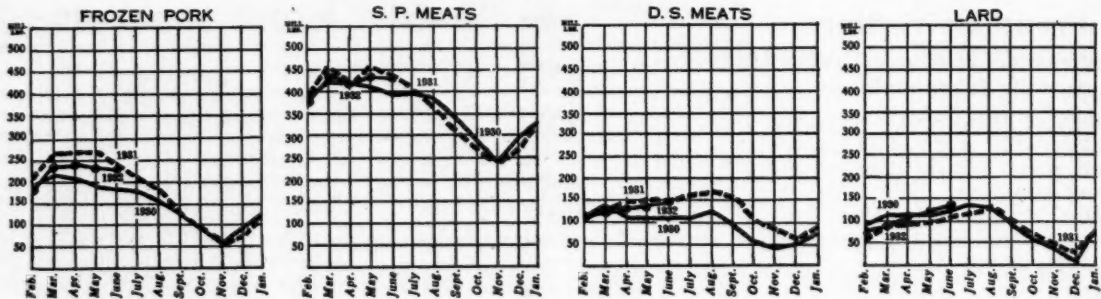


PACKER SALESMEN MOBILIZED TO BOOST MEAT.

Over 50,000 pieces of literature advertising meat values to dealers and housewives were distributed by salesmen for packers who cooperated in the Wichita, Kas., "Meat for Health" week. Max Cullen, meat demonstration expert and campaign manager, is shown at left of picture explaining the material and its uses.

## STORAGE STOCKS OF PORK AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



THE NATIONAL PROVISIONER CHART SERVICE—COPYRIGHT 1932 BY THE NATIONAL PROVISIONER, INC.

This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of storage stock accumulations of meats and lard during May and the first five months of 1932, compared with those of one and two years ago.

Storage stock accumulations of meats and lard during the first five months of 1932 have followed very closely the seasonal trends of one and two years ago. During May stocks of S. P. meats and lard increased, stocks of D. S. meats showed little change, while frozen pork stocks decreased. Cured meat and lard stocks are now above the 5-year average. Frozen pork stocks, however, are 11,000,000 lbs. and more under the 5-year average.

Despite low prices during the month packers believed it was the better policy, particularly in view of the uncertainty of any price appreciation, to turn over production rapidly and keep inventories low. A falling off in hog marketings during the latter part of the month aided the trade in moving product into consumption.

**Frozen Pork.**—In excess of 13,000,000 lbs. less of pork was sent to the freezers during May than in the same month a year ago, and stocks on May 1 were 16,000,000 lbs. less than a month earlier and about 11,000,000 lbs. under the 5-year average. The quantity of loins frozen probably was smaller than usual at this time of the year, most of the accumulation consisting of hams and bellies. Lighter hog runs also aided in keeping freezer stocks low, supplies and demand for fresh meat during the month apparently being very closely balanced. There was also a fairly good movement of frozen product, particularly boneless butts.

**S. P. Meats.**—S. P. meats in cure showed an increase of somewhat more than 10,000,000 lbs. during the month and are now about equal to the 5-year average on June 1. On the other hand, there was a decrease of about 5,000,000 lbs. in stocks of cured meats. During the latter part of May a broader trade developed on S. P. meats, particularly for regular and skinned hams. There was also a decided improvement in the demand for boiling averages, a demand that has continued up to the present time. Another helpful factor has been a broad consuming demand for S. P. meats and a more active carlot trading. Should any decided let-up in hog runs occur during the next several months some averages of the

principle S. P. cuts may find an unexpectedly good demand.

**D. S. Meats.**—The movement of D. S. meats has been rather light, with only a fair seasonal demand. Despite this stocks showed practically no increase during May, and are now in excess of 20,000,000 lbs. under those of the 5-year average on June 1. Demand for these meats from the South during the last two weeks of May showed decided improvement, buying from this quarter as the month closed being about sufficient to care for current production. A continued good outlet through this market outlet is looked for during the next few weeks.

**Lard.**—Although lard stocks continued to increase, being about 18,000,000 lbs. greater on June 1 than a month earlier, they are still some 10,000,000 lbs. under the 5-year average. Export buying has been only fair, in spite of the fact that prices have been attractive to foreign buyers, and domestic demand has been only fair. There has been little speculative buying.

## MEAT AND LARD STOCKS.

Stocks of meats and lard on hand June 1, 1932, in cold storage warehouses and meat plants in the United States:

	June 1, 1932, lbs.	May 1, 1932, lbs.	5-Year Av. June 1-lbs.
Beef, frozen.....	22,170,000	26,837,000	34,072,000
In cure .....	7,655,000	8,481,000	8,906,000
Cured .....	5,519,000	5,906,000	10,209,000
Pork, frozen.....	224,778,000	241,146,000	235,891,000
D. S. in cure. 57,823,000	54,826,000	68,911,000	
D. S. cured... 66,778,000	72,320,000	78,859,000	
S. P. in cure. 237,068,000	222,215,000	238,239,000	
S. P. cured... 198,720,000	203,560,000	194,284,000	
Lamb and mutton, frozen .....	1,039,000	1,061,000	2,391,000
Misc. meats ...	58,809,000	60,028,000	74,156,000
Lard .....	129,328,000	111,007,000	140,065,000

Product placed in cure during: May, 1932. May, 1931.

Pork, frozen .....	52,842,000	39,790,000
D. S. pork placed in cure...	55,973,000	57,694,000
S. P. pork placed in cure...	194,404,000	161,251,000

## BRITISH PROVISION IMPORTS.

Liverpool provision imports during May, 1932, reported by Liverpool Provision Trade Association:

	May, 1932.
Bacon, including shoulders, lbs.....	2,329,376
Hams, lbs. ....	3,931,872
Lard, tons .....	1,199

Approximate weekly consumption of Liverpool stocks for months given:

	Bacon, cwt.	Hams, cwt.	Lard, tons
May, 1932 .....	4,464	6,870	425
April, 1932 .....	3,389	5,652	344
May, 1931 .....	2,801	7,024	434

## STOCKS IN COLD STORAGE.

The figures for storage stocks on which the chart on this page is based are as follows:

	1930.	1931.	1932.
Frozen pork, Lbs. (000 omitted).	145,078	308,126	107,752
S. P. pork, Lbs. (000 omitted).	178,786	392,915	116,588
D. S. pork, Lbs. (000 omitted).	217,943	430,832	123,740
Lard, Lbs. (000 omitted).	306,417	430,926	115,653
Jan. ....	189,623	411,705	110,308
Feb. ....	176,951	392,408	105,915
Mar. ....	174,347	395,806	108,230
Apr. ....	157,843	379,732	114,477
May ....	124,648	320,074	97,337
June ....	122,571	311,985	103,507
July ....	129,571	311,985	103,507
Aug. ....	129,571	311,985	103,507
Sept. ....	129,571	311,985	103,507
Oct. ....	129,571	311,985	103,507
Nov. ....	129,571	311,985	103,507
Dec. ....	129,571	311,985	103,507

	1931.	1932.
Frozen pork, Lbs. (000 omitted).	122,994	328,010
S. P. pork, Lbs. (000 omitted).	215,590	397,942
D. S. pork, Lbs. (000 omitted).	271,063	430,832
Lard, Lbs. (000 omitted).	290,590	430,926
Jan. ....	265,876	433,500
Feb. ....	265,876	433,500
Mar. ....	265,876	433,500
Apr. ....	265,876	433,500
May ....	265,876	433,500
June ....	265,876	433,500
July ....	265,876	433,500
Aug. ....	265,876	433,500
Sept. ....	265,876	433,500
Oct. ....	265,876	433,500
Nov. ....	265,876	433,500
Dec. ....	265,876	433,500

	1932.	1933.
Frozen pork, Lbs. (000 omitted).	141,468	333,018
S. P. pork, Lbs. (000 omitted).	187,075	393,411
D. S. pork, Lbs. (000 omitted).	244,151	445,844
Lard, Lbs. (000 omitted).	244,208	430,966
Jan. ....	239,745	430,390
Feb. ....	224,778	436,413
Mar. ....	224,778	436,413
Apr. ....	224,778	436,413
May ....	224,778	436,413
June ....	224,778	436,413

## CHICAGO PROVISION STOCKS.

Stocks of meat and lard on hand in Chicago at the close of business June 14, 1932, as reported by the Chicago Board of Trade, were as follows:

	June 14, 1932.	May 31, 1932.	June 14, 1931.
P. S. lard, made since Oct. 1, '31, lbs. ....	48,962,404	44,423,513	37,181,839
Other kinds of lard, lbs. ....	19,410,445	18,527,639	9,036,944
D. S. cl. bellies, made since Oct. 1, '31, lbs. ....	17,968,651	17,863,220	21,928,022
D. S. rib bellies, made since Oct. 1, '31, lbs. ....	2,879,177	2,704,267	3,399,019
Ex. Sh. Cl. sides, made since Oct. 1, '31, lbs. ....	16,900	17,800	53,739

## DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended June 11, 1932, amounted to 9,836 metric tons, compared with 9,534 metric tons last week, and 6,778 metric tons for the same period last year.



# Provision and Lard Markets

## WEEKLY REVIEW

**Trade Fairly Active—Market Irregular—Undertone Steadier—Hogs Firmer—Western Run Comparatively Fair—Cash Trade Satisfactory—Some Looking for Smaller Receipts.**

The market for hog products the past week backed and filled, particularly lard, but prices at all times were somewhat above the season's low point made recently. Weakness in the grain markets had a depressing influence at times, but on the whole hog products, while irregular, displayed a steadier undertone. Commission house absorption was in evidence and there was some covering by shorts, but hedge pressure made its appearance on moderate swells. Pressure on lard from packing house quarters was not as active as it has been heretofore.

The hog run comparatively was fair, but the hog market was firmer in price. Cash trade was reported satisfactory, both in meats and in lard, but stocks of lard continued to pile up. In some packinghouse quarters a belief was expressed that marketings would be more moderate in the comparatively near future. This served to make for a change in sentiment in some directions.

A report from Iowa, stated that the number of hogs going to market from that state this coming fall and winter will show a noticeable decrease from former years. Drought in Northwestern Iowa counties last season so reduced the food supply as to cause farmers to sacrifice brood sows in considerable numbers. Decreases in the number of sows bred have been running from 9,000 to 10,000 per county in those counties where drought prevailed. There was an increase in sows, however, in counties where the corn crop was heavy.

### Hog Prices Up.

The U. S. Department of Agriculture in a June report on world hog and pork prospects said: "Market supplies of hogs in the United States and Europe probably will decrease during the next few months, nevertheless, they are likely to be larger than in the corresponding period last year."

Receipts of hogs at western packing points last week were 411,807 head, against 381,700 the previous week and 411,500 the same week last year. Average weight of hogs received at Chicago last week was 242 lbs., against 241 lbs. the previous week and 243 lbs. a year ago. Average price of hogs at Chicago the middle of this week was 3.45c, against 3.25c a week ago, 6.45c a year ago, and 9.95c two years ago. Cold storage holdings of lard in the United States on June 1, was placed officially at 129,328,000 lbs., compared with 103,366,000 lbs. on June 1st last year, and a five-year June 1 average of 140,035,000 lbs.

Stocks of lard at Chicago increased 5,421,000 lbs. during the first half of the present month, totaling 68,372,000 lbs., compared with 46,218,000 lbs. in mid-June last year.

Official exports of lard for week ended June 4 were 9,989,000 lbs., against 8,326,000 lbs. last year. Lard exports January 1 to June 4 have been

246,488,000 lbs., compared with 293,246,000 lbs. the same time a year ago. Exports of hams and shoulders, including Wiltshires, for the week were 1,295,000 lbs., against 936,000 lbs. last year; bacon, including Cumberlands, 445,000 lbs., against 1,131,000 lbs.; pickled pork, 100,000 lbs. against 130,000 lbs.

**PORK**—Demand was reported quiet at New York, with prices steady. Mess was quoted at \$17.25 per barrel; family, \$15.25 per barrel; fat backs, \$11.25@13.75 per barrel.

**LARD**—Demand was fair, and the market slightly steadier. At New York, prime western was quoted at 4.30@4.40c; middle western, 4.20@4.30c; New York City tierces, 3½@4c; tubs, 4@4½c; refined Continent, 4½@4¾c; South America, 4¾@4¾c; Brazil kegs, 5½@5¾c; compound, car lots New York, 5¾@6c; smaller lots, 6@6½c.

At Chicago, regular lard in round lots was quoted at 10c under July; loose lard, 67½c under July; leaf lard, 65c under July.

See page 36 for later markets.

**BEEF**—Market was quiet but steady at New York. Mess was nominal;

packet, nominal; family, \$12.50@13.00 per barrel; extra India mess, nominal; No. 1 canned corned beef, \$2.00; No. 2, \$3.50; 6 lbs. South America, \$10.50; pickled beef tongues, \$40.00@50.00 per barrel.

### DANISH BACON TRADE.

Danish production and exports of bacon continued extremely high during April, 1932, according to the U. S. Department of Commerce, the weekly average reaching a record total of about 8,300 tons, compared with a weekly average of about 8,000 tons the preceding month. April shipments brought total exports for the first four months of the year to about 135,000 tons. Exports for the corresponding period of 1931 were about 121,000 tons.

The lockout within the Danish slaughterhouse industry, which started April 29, caused an increase in prices in the British market and quotations at the close of April stood at 55@58s per cwt. as against 43@56s at the end of March and 73@80s per cwt. at the close of April, 1931.

Bacon quotations in the local market remained unchanged at \$0.136 per kilo

## Hog Cut-Out Losses Are Higher

Although trade on some pork cuts has been good during the first four days this week, and prices were up from ¼c to ½c, particularly on the heavier averages of hams, hog cut-out values show up much less favorably than a week earlier, losses ranging from 23c on the lighter averages to 1.51 on the heaviest. Higher cut-out losses are traceable to higher hog prices and lower loin prices, these factors more than offsetting the price appreciation on the other cuts. The average hog price at Chicago on Thursday of this week was \$3.60, with a top of \$4.00, compared with an average price of \$3.30 and a top of \$3.55 a week ago.

There has been a good trade the past week in green regular hams at prices ½@¾c higher than a week earlier. Trade in picnics has been good at steady prices. D. S. bellies have moved

in fair volume and trade in fat backs has been fair. Loins are about ½c lower than on Thursday of last week.

Receipts of hogs at Chicago during the first four days of this week totaled 84,000 head, compared with 83,000 head for the same period of last week. The bulk of hogs received continue to fall within the 200-lb. to 260-lb. range. A fair percentage of the run are well finished. Packing sows are scarce.

The following test has been worked out on the basis of live hog and green product prices at Chicago during the first four days of the week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. Average current costs and credits are used, which vary in different localities and in different plants in the same locality. Each packer should substitute his own cost and credit figures in working out the test, and should check his yields carefully.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.03	\$1.00	\$1.01	\$1.06
Picnics	.30	.29	.27	.21
Boston butts	.24	.24	.24	.24
Pork loins	.24	.24	.24	.24
Bellies, light	.73	.66	.29	.12
Bellies, heavy	....	....	.18	.34
Fat backs	....	.08	.12	.16
Plates and jowls	.05	.06	.06	.07
Raw leaf	.06	.06	.07	.07
P. S. lard, rend. wt.	.44	.47	.42	.39
Spare ribs	.03	.04	.06	.03
Regular trimmings	.04	.05	.04	.04
Rough feet	.02	.02	.02	.02
Tails	.01	.01	.01	.01
Neck bones	.01	.01	.01	.01
Total cutting value (per 100 lbs. live wt.)	\$3.89	\$3.75	\$3.45	\$3.32
Total cutting yield	67.50%	69.50%	70.00%	71.00%
Crediting edible and inedible offal to the above cutting values and deducting from these totals the cost of well finished live hogs of the weights shown, plus all expenses, the following results are secured:				
Loss per cwt.	\$ .23	\$ .42	\$ .63	\$ .54
Loss per hog	.39	.64	1.41	1.51

# Automatic TEMPERATURE CONTROL

**FOR** Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms, etc.

Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. Write for bulletins.

40 Years of Specialization in Temperature Control

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ALSO 41 OTHER CITIES

## POWERS REGULATOR CO.

until April 22, when the quotation was suspended owing to the slaughterhouse conflict.

Weekly number of hogs slaughtered in Denmark during the first three weeks of April averaged 164,000 head, while the number of hogs killed during the last week came to only 46,000 head as the slaughterhouses stopped accepting hogs for slaughtering after April 23, owing to the uncertainty with regard to the lockout.

Number of hogs killed in March totaled some 158,000 head per week. About 400,000 pigs were ready for slaughtering (May 7).

### CANADIAN MEAT IMPORTS.

Meat imports into Canada during April, 1932, with comparisons:

	Apr., 1932. Lbs.	Apr., 1931. Lbs.
Beef .....	54,067	155,043
Bacon and hams .....	1,367	2,596
Pork .....	81,364	330,937
Mutton and lamb .....	2,929	253,142
Lard .....	60	838
Lard compound .....	524	1,293

### Imports from the United States:

	Apr., 1932.	Apr., 1931.
Beef .....	2,945	30,062
Bacon and hams .....	1,367	2,596
Pork .....	81,364	330,937
Mutton and lamb .....	718	1,979
Lard .....	60	838
Lard compound .....	524	874

### CANADIAN MEATS TO U. S.

Exports of livestock and meats from Canada to the United States for April, 1932, with comparisons:

	Apr., 1932.	Apr., 1931.
Cattle, No. ....	442	468
Calfves, No. ....	490	300
Hogs, No. ....	132	90
Sheep, No. ....	4	32
Beef, lbs. ....	18,100	12,200
Bacon, lbs. ....	138,700	76,900
Pork, lbs. ....	161,800	72,200
Mutton .....	.....	.....
Lard compound .....	400	4,100

## CUT YOUR GRINDING COSTS



**STEDMAN'S** Type "A" Hammer Mills are especially adapted for the reduction of packinghouse by-products, fish scrap, etc. Their extreme sectional construction saves time in changing hammers and screens and in the daily clean-up which is required where edible products are reduced.

Nine sizes—5 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for bulletin 502.

**STEDMAN'S FOUNDRY & MACHINE WORKS**  
AURORA, INDIANA, U.S.A. FOUNDED 1834

### MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended June 10, 1932:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef .....		26,100 lbs.
Canada—Sweet pickled hams .....		45,300 lbs.
Canada—Bacon .....		3,076 lbs.
Canada—Calf livers .....		180 lbs.
Canada—Smoked pork cuts .....		1,396 lbs.
England—Beef extract .....		840 lbs.
England—Bouillon cubes .....		230 lbs.
Germany—Sausage .....		5,841 lbs.
Germany—Ham .....		6,230 lbs.
Hungary—Sausage .....		1,102 lbs.
Ireland—Bacon .....		651 lbs.
Italy—Sausage .....		4,392 lbs.
Italy—Ham .....		330 lbs.

### Hog Loss Insurance

Do you work out a "Short Form Hog Test" every day?

Or do you make the mistake of thinking that once a month or once in two months is sufficient to find out where you stand?

You are operating on paper profits now. How long can you stand this?

Your paper profits may disappear over night. Then your loss is double.

Your insurance against loss is a dollar-and-cents profit every day you kill hogs.

Work out your "Short Form Hog Test" every day, and see if you are making or losing money.

### BENEFITS OF LAMB GRADING.

Lamb grading demonstrations have a two-fold purpose, says T. A. Ewing, live stock extension specialist of the Missouri College of Agriculture, Columbia.

First, these demonstrations teach farmers and selling agencies how to tell when a lamb is fat and to know the type of lamb desired by packers. Second, they show that the most desirable lambs are being produced by farmers who have adopted a definite plan.

Prime, choice and good lambs show breeding, quality and pronounced mutton type, which are secured from healthy ewe flocks by use of mutton rams of acceptable type and breeding. They are covered with firm fat resulting from a maximum consumption of a fattening feed like corn, in addition to a liberal flow of milk from healthy ewes on good pasture.

Farmers also learn why lambs grading "medium" and "cull" are undesirable at the market, and are keeping such lambs at home instead of glutting the market with undesirable lambs and unnecessarily lowering the price level of all lambs going to market.

### WHY DO WE EAT MEAT?

"Why Do We Eat Meat?" was the title of the prize-winning essay submitted in the ninth annual meat story contest held by the National Livestock and Meat Board. This is an educational project conducted in high schools of the United States. This year there were 14,000 contestants, the honors being won by Miss June Koepke of Elmore, Minn., her essay being adjudged one of the best ever submitted in the nine years since the contest has been under way. Other prize winners were Miss Evona Oplinger, Northampton, Pa.; Miss Dina Donati, Memphis, Tenn.; and Miss Katherine Buckley, Las Cruces, N. Mex.

### FROZEN FOODS IN SOUTHWEST.

Among the latest concerns to engage in the freezing of foods in consumer packages is the Albuquerque Ice Co., Albuquerque, N. M. Orange juice, tomato juice, cider, diced cantaloupe, and strawberries are being prepared. These are put up in containers of one-half and one pint bearing colorful labels. The foods are being sold direct, distribution being gained through newspaper, radio and direct-by-mail advertising. Public acceptance of the products has been very good, it is reported.

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Hydraulic Cracking Ejector  
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Established 1872



# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—There was no particular business in the tallow market in the East the past week. Demand has dried up as far as domestic trade is concerned, with soapers holding off. However, there were reports of additional export business in tallow, and it was stated that within the past three weeks to a month some 15,000 drums of tallow had been worked for export, mostly to England and Antwerp. Export business was mostly in better than extra tallow, although some extra and some special tallow were sold. Export business failed to help the market to any extent, as the undertone was barely steady at the low point of the downward movement, or 2½¢ f.o.b. for extra New York. It was contended that it was difficult to draw bids from consumers at that figure.

Reports had it that leading soapers reported their business the past week has been running at an unusually high rate, apparently stimulated by the fact that the recently enacted Federal tax of 5 per cent on toilet soaps goes into effect June 21.

At New York, special was quoted at 1½¢; extra, 2½¢; edible, 2½¢@3¢.

At Chicago, the market was quiet, but rather limited quantities of prime packer were available for June and early July. Demand has been running almost entirely to July-August delivery. At Chicago, edible was quoted at 3¢; fancy, 2½¢; prime packer, 2½¢; No. 1, 2½¢; No. 2, 1½¢@1½¢.

At the London auction this week 1,121 casks were offered and none sold. Mutton was quoted 23s; beef, 21s@22s 6d; good mixer, 18s 6d@21s 6d, the market averaging 6d@1s 6d lower than the previous quotation. At Liverpool, Argentine beef tallow, June-July, was unchanged for the week at 22s 3d, while Australian good mixed, Liverpool, June-July, was unchanged at 19s 9d.

**STEARINE**—There was no particular demand for stearine in the East as far as the local trade was concerned, but the market was considerably firmer. Oleo at New York was quoted at 3½¢, having been cleaned up recently for export. At Chicago, the stearine market was quiet and about steady, with oleo quoted at 3½¢.

**OLEO OIL**—Demand was moderate, but pressure of offerings were limited. At New York, prices were barely steady, however, with extra quoted 4½¢@5½¢; prime, 4½¢@4½¢; lower grades, 4¢. The lower grades, it was said, are mostly going into tallow at present. At Chicago, the market was quiet and about steady, with extra quoted at 4½¢.

See page 36 for later markets.

**LARD OIL**—While demand was rather quiet, the market presented a steady tone at New York. Edible was quoted at 8½¢; extra winter, 6½¢; extra, 6¢; extra No. 1, 5½¢; No. 1, 5½¢; No. 2, 5½¢.

**NEATFOOT OIL**—Consuming demand continued mostly of a hand-to-mouth scale, and the market was about

steady at New York. Pure was quoted at 7½¢; extra, 6¢; No. 1, 5½¢; cold test, 11½¢.

**GREASES**—The position of the grease markets in the East the past week continued one of quietness. The tone was barely steady. The situation in tallow continued to exert a prominent influence on greases. However, consuming demand for greases showed no particular betterment, particularly as far as nearby supplies were concerned. Offerings appeared to be fairly liberal.

While reports were current of a noticeable pickup in the soap trade of late, due to the recently enacted tax on toilet soaps, there has not been any recent demand for supplies from soapers. The trade, however, is hopeful for the immediate future, although the impression prevails generally that it will take general betterment in commodity levels to materially enhance grease quotations.

At New York, house grease was quoted at 1½¢@1½¢; yellow, 1½¢@2¢; A white, 1½¢@1½¢; B white, 1½¢@1½¢. Reports were current that bids of 2¢ for white grease were turned down, sellers asking 2½¢@2½¢.

At Chicago, the market for greases was rather quiet during the week with the exception of some activity among the smaller renderers. At Chicago, brown was quoted at 1½¢; yellow, 1½¢@1½¢; B white, 1½¢; A white, 1½¢; choice white, all hog, 2¢.

## By-Products Markets

Chicago, June 16, 1932.

### Blood.

Market is showing little life. Prices are quoted 65@75¢ nominal.

Unit Ammonia.

Ground and unground.....\$ .65 @ 75¢

### Digester Feed Tankage Materials.

Buyers' ideas are 60@75¢. Producers continue to ask 80@90¢. Little trading.

Unit Ammonia.

Unground, 11½ to 12% ammonia.....\$ .75 @ .90 & 10¢  
Unground, 6 to 8% ammonia..... .75 @ .90 & 10¢  
Liquid stick..... .50 @ .60

### Dry Rendered Tankage.

Demand continues fair. Low testing material in best demand.

Hard pressed and exp. unground, per unit protein.....\$ .22½ @ .27½

Soft prod. pork, ac. grease & quality, ton.....@13.00  
Soft prod. beef, ac. grease & quality, ton.....@10.00

### Packinghouse Feeds.

Few sales being made. Inquiries continue fair.

Per Ton.  
Digester tankage, meat meal.....\$ @25.00  
Meat and bone scraps, 50%.....@25.00  
Steam bone meal, special feeding per ton.....@19.00  
Raw bone meal for feeding.....@22.00

### Fertilizer Materials.

Packers' ground 10 to 11 per cent continues to be offered at 90¢ per unit of ammonia.

High grd. ground 10@12% am.. @.30 & 10¢  
Low grd., and ungr., 8-9% am.. @.30 & 10¢  
Bone tankage, ungrd., low grd., per ton.....10.00@12.00  
Hoof meal.....@.30

### Bone Meals (Fertilizer Grades).

Market remains unchanged. Trading is slow.

Steam, ground, 3 & 50.....@19.00  
Steam, unground, 3 & 50.....@11.00

### Gelatine and Glue Stocks.

Little trading is being done. Prices are mostly nominal.

Per Ton.  
Kip stock.....\$10.00@12.00  
Calf stock.....15.00@18.00  
Skins, pigskins.....8.00@10.00  
Horn piths.....15.00@17.00  
Cattle jaws, skulls and knuckles.....18.00@19.00  
Hide trimmings (new style).....4.00@ 6.00  
Hide trimmings (old style).....6.00@ 8.00  
Pig skin scraps and trim., per lb.. 2½¢@3½¢

### Horns, Bones and Hoofs.

Per Ton.  
Horns, according to grade.....\$30.00@150.00  
Mfg. shin bones.....65.00@110.00  
Cattle hoofs.....10.00@ 12.00  
Junk bones.....@12.00a  
(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

### Animal Hair.

Buyers showing little interest. Prices largely nominal.

Summer coil and field dried.....½ @ 1¢  
Winter coil dried.....½ @ 1¢  
Processed, black winter, per lb.....4 @ 4½¢  
Processed, gray winter, per lb.....3 @ 3½¢  
Cattle, switches, each.....½ @ 1½¢

\*According to count.

### LARD AND GREASE EXPORTS.

Exports of lard from New York City June 1, 1932, to June 15, 1932, totaled 8,723,255 lbs.; tallow, none; greases, 240,000 lbs.; stearine, 62,800 lbs.

Watch "Wanted" page for bargains in Equipment.

## EASTERN MELTERS ASSOCIATION, INC.

— E. M. A. —

Buyers and Manufacturers of

**Tallow Grease Cracklings Hides Calfskins**  
**Stearic Acid Oleic Acid Glycerin**

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## MARINE ANIMAL OILS.

Detailed information on conditions affecting the market for marine animal oils in the United States has been collected in a survey made by the U. S. Bureau of Fisheries and published as investigation report No. 7. This information has been prepared by Roger W. Harrison, associate technologist in the Bureau. It covers fish oils, fish liver oils and marine mammal oils, with respect to domestic supply, uses, marketing methods, prices, and the possibility of future development. The following conclusion is expressed:

"In order for our domestic marine animal oil industry to maintain a satisfactory market for its products in the future, it must (1) reduce the influence of competitive materials (2) break down a general apathy toward them (3) strive to improve their quality wherever possible, and (4) establish outlets for them commensurate with their qualifications.

"This cannot be accomplished under prevailing lack of cooperation among manufacturers. The production of marine animal oils in the United States represents a definite industry. The success with which this industry overcomes its problems will depend upon its ability to function as a unit."

Copies of the report, "Market for Marine Animal Oils in the United States," may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., at 15c each.

## HULL OIL MARKETS.

Hull, England, June 15, 1932.—(By Cable.)—Refined cottonseed oil, 21s 6d; Egyptian crude cottonseed oil, 19s 3d.

## PRODUCTION AND CONSUMPTION OF COTTON SEED AND PRODUCTS.

Cotton seed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for ten months ended May 31, 1932, compared with a year ago, as reported by the U. S. Census Bureau:

	COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).	
	Received at mills* Aug. 1 to May 31. 1932.	Crushed Aug. 1 to May 31. 1932.
United States	5,513,977	4,850,935
Alabama	373,452	389,457
Arizona	48,388	63,906
Arkansas	527,200	249,580
California	79,066	126,181
Georgia	453,611	665,829
Louisiana	251,028	202,163
Mississippi	725,417	565,760
North Carolina	255,312	289,043
Oklahoma	376,290	347,975
South Carolina	294,620	277,176
Tennessee	486,738	290,892
Texas	1,626,355	1,258,745
All other states	76,451	63,528

\*Includes seed destroyed at mills but not 24,784 tons and 45,434 tons on hand Aug. 1, nor 40,330 tons and 67,090 tons reshipped for 1932 and 1931, respectively.

	COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.			
	Season. Aug. 1. 1931-32.	On hand Aug. 1. 1931-32.	Produced Aug. 1 to May 31. 1932.	Shipped out Aug. 1 to May 31. 1932.
Crude oil	1931-32	8,086,071	1,023,687,941	1,564,994,269
(pounds)	1930-31	7,896,967	1,420,617,591	1,406,335,784
Refined oil	1931-32	1,277,836,530	1,391,298,754	1,406,335,784
(pounds)	1930-31	301,609,092	1,276,873,481	1,406,335,784
Cake and meal	1931-32	146,888	2,306,615	2,308,538
(tons)	1930-31	55,552	2,130,624	1,961,094
Hulls	1931-32	47,723	1,448,094	1,294,412
(tons)	1930-31	28,495	1,285,785	1,231,184
Linters	1931-32	175,904	835,791	741,168
(running bales)	1930-31	135,220	812,317	698,509
Hull, fiber	1931-32	3,504	32,771	32,071
(500-lb. bales)	1930-31	2,639	49,373	48,451
Grabbots, motes, etc.	1931-32	12,475	30,050	23,421
(500-lb. bales)	1930-31	12,776	35,000	31,298

\*Includes 3,267,812 and 9,016,477 pounds held by refining and manufacturing establishments and 3,011,840 and 16,832,470 pounds in transit to refiners and consumers August 1, 1931, and May 31, 1932, respectively.

†Includes 4,207,734 and 5,161,212 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 3,585,902 and 2,881,715 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc. August 1, 1931, and May 31, 1932, respectively.

\*\*Produced from 1,506,585,525 pounds of crude oil.

## MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., June 15, 1932.

Price of cottonseed meal advanced 25@30c today in a reasonably active market. During the forenoon the market was quiet and offerings were very light. Buyers encouraged by the advance in grain and stocks, bid the market up until June sold at \$11.45, or 25c higher than yesterday. After noon offerings became more liberal, and September was traded in freely at \$11.90 or 25c up. Most of the strength was borrowed from the major markets, as conditions in cottonseed meal remain very much unchanged.

Actual meal is still available at around the future board price, but trading is extremely dull. The demand is light and so are the offerings. At this period of the year dullness is expected. The price, however, is at such a low point that it is proving attractive to investors who are more interested in fall meal than anything else. However, there are some endeavors to advance the price of the current month on account of the lack of deliveries.

Cotton seed market was dull and inactive. Prices were unchanged, but the market developed a stronger tone.

## SMALL MARGARINE TAX YIELD.

Approximately \$2,000 will be collected in Wisconsin from the new state oleomargarine tax law in its first year. This amount is \$18,000 less than officials expected from such tax revenues. According to Harry Klueter, chief of the dairy and food division of the department, no licenses have been taken out in the state by manufacturers or wholesalers.

## COTTONSEED OIL TRADING.

Market transactions at New York:

Friday, June 10, 1932.

	Range—		Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot	.....	.....	330 a	370
June	.....	.....	338 a	360
July	.....	.....	358 a	360
Aug.	.....	.....	355 a	370
Sept.	.....	.....	365 a	372
Oct.	.....	.....	370 a	378
Nov.	.....	.....	375 a	385
Dec.	.....	.....	380 a	388
Jan.	8	389 389	389 a	.....

Sales, including switches, 14 contracts. Southeast crude, 2% @ 2% c.

Saturday, June 11, 1932.

Spot	.....	330 a	.....
June	.....	340 a	370
July	4	357 355	357 a
Aug.	.....	355 a	370
Sept.	.....	365 a	373
Oct.	.....	369 a	375
Nov.	4	380 379	380 a
Dec.	.....	385 a	390
Jan.	10	390 390	390 a

Sales, including switches, 18 contracts. Southeast crude, 2% @ 2% c.

Monday, June 13, 1932.

Spot	.....	330 a	.....
June	.....	335 a	.....
July	.....	358 a	362
Aug.	.....	357 a	375
Sept.	.....	367 a	373
Oct.	.....	372 a	375
Nov.	.....	380 a	385
Dec.	.....	385 a	392
Jan.	.....	390 a	395

Sales, including switches, 2 contracts. Southeast crude, 2% c bid.

Tuesday, June 14, 1932.

Spot	.....	330 a	.....
June	.....	340 a	.....
July	15	360 360	360 a
Aug.	.....	360 a	365
Sept.	1	367 367	363 a
Oct.	.....	367 a	373
Nov.	.....	380 a	385
Dec.	.....	385 a	390
Jan.	19	395 395	395 a

Sales, including switches, 35 contracts. Southeast crude, 2% c bid.

Wednesday, June 15, 1932.

Spot	.....	340 a	.....
June	.....	350 a	375
July	8	370 362	366 a
Aug.	.....	360 a	375
Sept.	1	375 375	375 a
Oct.	.....	377 a	385
Nov.	.....	382 a	392
Dec.	.....	385 a	396
Jan.	5	400 400	397 a

Sales, including switches, 14 contracts. Southeast crude, 2% @ 3c.

Thursday, June 16, 1932.

Spot	.....	330 a	.....
July	.....	370 a	375
Sept.	.....	375 375	379 a
Dec.	.....	387 a	395
Jan.	.....	400 400	396 a

## COTTONSEED PRODUCTS EXPORT.

Exports of cottonseed products for nine months ended April 30, 1932, reported by the U. S. Census Bureau:

	1932.	1931.
Oil, crude, lbs.	30,651,396	8,997,795
Refined, lbs.	4,991,101	13,512,773
Cake and meal, tons	2,000	200,763
Linters, running bales	88,388	91,719

# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Moderate—Market Steady—Cash Trade Fair—Crude Firm—Allied Markets Better—Weather South Unfavorable—Government Oil Report Stand-off.**

Cottonseed oil future market backed and filled in a moderate trade the past week, but the undertone was very steady. Support was in evidence on small declines, while at no time was there any material pressure on the market. Evening up continued in the July delivery, partly outright, but quite a little July was being transferred to January at 35 points.

At times there was commission house selling, liquidation and local pressure on heaviness in the outside markets, but some evening up developed in oil when the allied markets developed a better tone. On the whole there was little or no feature to the operations. There continued, however, evidence of support through refining interests, but at no time did it take very much buying power to maintain the market.

Cash oil demand continued on a moderate scale and mostly routine, although at times reports indicated a fair business was passing. Compound trade, however, was comparatively moderate, the market still feeling the influence of the relative cheapness of pure lard. Crude markets, after ruling rather quiet and about steady, firmed up again. There was little or no selling pressure from that quarter with the Southeast and Valley, 2½¢ bid and 3¢ asked. Texas was nominal.

### May Consumption Fair.

The western lard market backed and filled but displayed a steadier tone on the whole. Cotton was somewhat firmer, influenced by unfavorable climatic conditions for the new crop. Weather in the South has been persistently showery for some time past, and apprehension regarding weevil is on the increase. Weevil reports came from more widely scattered sections, particularly in the eastern belt, and for the first time thus far it was evident that the weather was developing more prominence as a market factor. The weekly weather report this week mentioned the weevil reports, the first time at this early date in the season in a number of years.

The Government report was about a standoff. May consumption was 222,000 bbls., above the average expectations, compared with 233,000 bbls. last year. Consumption for 10 months has been 2,409,000 bbls., compared with 2,930,000 bbls. the same time last season. Visible stocks of oil on June 1, were 2,252,000 bbls., or more than double a year ago when the stocks were 1,123,000 bbls.

With only two months of the old season to go, the report made it quite evident that the trade will be faced with a huge and important carryover. Just how detrimental the carryover may prove to be depends considerably upon the size of the new cotton crop. A small cotton crop this year would go a considerable ways towards offsetting the certainty of a record carryover of old oil, while a large cotton crop would make for a continuance of burdensome stocks hanging over the market the new season. As the trade views it at present, even a moderate sized crop will make for an unfavorable statistical position for months to come unless there is an important readjustment in the basis between lard and oil.

The weekly weather report said temperatures averaged approximately normal in the belt and there were moderate to heavy rains over wide areas. In Texas, growth was fair to good, though some shedding was reported in the extreme south due to dryness. Stands are about average.

**COCOANUT OIL**—Demand was rather moderate in the East throughout the week, but prices maintained the recent levels as there was no particular pressure from producers. At New York, bulk oil was quoted at 3¢; tanks, 3½¢ @ 3¼¢; Pacific Coast tanks, 2½¢.

**CORN OIL**—Demand was fair, but buyers and sellers were slightly apart. Prices were quoted at 2½¢ f.o.b. mills and at 2½¢ @ 3¢ f.o.b. Chicago.

**SOYA BEAN OIL**—With demand moderate, the market was more or less routine and nominal. Tanks at New York were quoted at 3¼¢; tanks f.o.b. western mills, 2.65¢ @ 2.80¢.

**PALM OIL**—There was no activity throughout the week, as far as could be traced. Demand was slow and offering from first hands were held steadily. At New York, spot Nigre was quoted at 3¢; shipment Nigre, 2½¢; spot Lagos, 3½¢; shipment Lagos, 3¢; 12½ per cent acid, 2.70¢; 20 per cent softs, 2.65¢.

**PALM KERNEL OIL**—Routine conditions prevailed throughout the week, with buying interest moderate. Bulk oil at New York was quoted at 3½¢.

**OLIVE OIL FOOTS**—Demand was not active, but sellers maintained their ideas rather well. At New York spot and shipment were quoted at 4¢ @ 4¼¢.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Demand was of a routine character, and the market was steady. Tanks f.o.b. southern mills were quoted at 2½¢ @ 3¢.

**COTTONSEED OIL**—Store oil demand was rather limited, but the market at New York was steady with futures. Southeast and Valley crude, 2½¢ @ 3¢; Texas, nominal.

## SOUTHERN MARKETS

(Special Wire to The National Provisioner.)

New Orleans, La., June 16, 1932.—There is more activity in crude cotton oil in sympathy with advancing hogs and lard. After selling at 3¢ lb. yesterday, crude is steady today at 2½¢ lb. for Valley and 2½¢ lb. for Texas. Neither buyers nor sellers are showing any special interest. Futures and spot bleachable are a shade higher. Crop is progressing favorably, which with big stocks causes frequent setbacks in prices and demand.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 16, 1932.—Crude cottonseed oil 3¢ lb.; forty-one per cent protein cottonseed meal, \$12.00; loose cottonseed hulls, \$1.00.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., June 16, 1932.—Prime cottonseed oil, 2½¢ @ 2¼¢; forty-three per cent meal, \$16.00; hulls, \$5.00; mill run linters, .65¢ @ ¾¢.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company**

Chicago, Illinois

**HAMMOND'S**  
**Mistletoe**  
**MARGARINE**

## Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products are steadier the latter part of the week on better outside markets, firm hogs, light hedging pressure, moderate hog arrivals and fair cash trade.

#### Cottonseed Oil.

Cotton oil was quiet and firmer due to unfavorable weather in the South and a steadier tone in other markets. Southeast and Valley crude sold 3c lb., now 2½c bid; Texas, 2½@2½c. Cash trade is moderate.

Quotations on bleachable cottonseed oil at New York Friday noon were:

June, \$3.50@3.80; July, \$3.71@3.76; Aug., \$3.60@3.80; Sept., \$3.76@3.81; Oct., \$3.80@3.90; Nov., \$3.84@3.92; Dec., \$3.92@3.96; Jan., \$3.97@4.00.

Prime summer yellow unquoted.

#### Tallow.

Tallow, extra, 2½c f.o.b.

#### Stearine.

Stearine, 3½c.

#### Friday's Lard Markets.

New York, June 17, 1932. — Lard, prime western, \$4.40@4.50; middle western, \$4.25@4.35; city, 4c; refined continent, 4½c; South American, 4½c; Brazil kegs, 5½c; compound, 5½@6c.

### BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, June 17, 1932.—Liverpool quotations 3@6d higher on pure lard; boxed meats steady. Demand poor for hams; pure lard fair; very slow demand for picnics. General provision market quiet and unchanged.

Friday's prices were as follows: Hams, American cut, 65s; hams, long cut, 76s; shoulders, square, none; picnics, 50s; short backs, 64s; bellies, clear, 47s; Canadian, 48s; Cumberlands, none; spot lard, 36s.

### EUROPEAN PROVISION CABLES.

Market at Hamburg for week ended June 11, 1932, was rather quiet. Refined and prime steam lard demand medium. Prices per 100 kilos: refined lard, \$11.50; prime steam lard, \$10.75; fatbacks, 10/12 lbs., \$12.00, 12/14 lbs., \$12.375, 14/16 lbs., \$12.87½. Receipts of lard for the week were 1,128 metric tons, of which 963 metric tons came from the United States and 128 metric tons from Denmark. Arrivals of hogs at 20 of Germany's most important markets were 77,000 at a top Berlin price of 8.22c lb., compared with 78,000 at 10.81c lb. for same week of 1931.

Rotterdam market was weak; practically no change in prices. Extra and prime premier jus demand improving. Prices per 100 kilos: Extra premier jus, \$9.00; prime premier jus, \$8.70; cottonseed oil, \$11.00.

Market at Liverpool shows little alteration. Prices are steady.

Total of pigs bought in Ireland for bacon curing was 13,100 for the week,

compared with 17,100 for the corresponding week of last year.

Estimated slaughter of Danish hogs for week ended June 8, 1932, was 156,000, compared with 90,000 for corresponding week of last year.

### MAY BUFFALO LIVESTOCK.

Receipts and disposition of livestock, Buffalo, N. Y., for May, 1932, were:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts .....	15,929	26,882	56,910	44,023
Shipments .....	6,070	20,269	24,605	27,763
Local slaughter .....	10,050	6,708	32,504	16,588

### Profit or Loss?

Only when a buyer or seller of meat products knows the market does he buy or sell intelligently.

If a buyer makes ¼c per pound on a car of product he has saved \$37.50.

If he makes ¼c a pound on a car, he has made \$75.00.

The same is true of the seller. If he knows the market, and gets the market price, he saves anywhere from \$37.50 to \$150.00 a car. If the difference is as much as 1c a pound, he saves \$300 on a car.

If you get THE NATIONAL PROVISIONER DAILY MARKET SERVICE you know the market. You neither buy nor sell blindly.

A fractional saving on one car of product will pay for this service for an entire year. If you want full information, clip this coupon and send it with your name and address to THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago, Ill.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to June 15, 1932, show exports from that country were as follows: To the United Kingdom, 105,371 quarters; to the Continent, 8,509 quarters. Exports the previous week were as follows: To England, 134,162 quarters; to Continent, 4,638 quarters.

### CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended June 11, 1932, were 3,532,000 lbs.; previous five days, 2,454,000 lbs.; same week last year, 5,946,000 lbs.; from January 1 to June 11 this year, 85,308,000 lbs.; same period a year ago, 90,840,000 lbs.

Shipments of hides from Chicago for the week ended June 11, 1932, were 4,126,000 lbs.; previous five days, 3,942,000 lbs.; same week last year, 5,651,000 lbs.; from January 1 to June 11 this year, 109,375,000 lbs.; same period a year ago, 68,245,000 lbs.

### TANNERS' LEATHER STOCKS.

Stocks of leather on hand April 30, compared with those of a year ago are reported by the U. S. Department of Commerce as follows:

	Stocks, April 30, 1932.	1931.
Cattle (including kip sides), equivalent hides .....	4,918,213	5,138,441
Calves and whole kip, skins .....	5,436,822	5,788,000
Horse:		
Half fronts .....	547,016	610,449
Butts .....	204,329	188,280
Goat and kid, skins .....	21,079,716	19,857,314
Cabretta, skins .....	860,137	866,000
Sheep and lamb (including skins), skins .....	8,209,376	8,378,335

### WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended June 11, 1932:

Week ending	New York.	Boston.	Phila.
June 11, 1932 .....	4,506	1,818	17,000
June 4, 1932 .....	4,808	.....	.....
May 28, 1932 .....	6,758	1,260	23,800
May 21, 1932 .....	6,752	.....	.....
June 13, 1931 .....	255,580	41,179	169,440
June 6, 1931 .....	14,139	1,000	12,000
June 6, 1931 .....	30,595	.....	42
	361,350	42,721	177,862

Watch "Wanted Page" for bargains

### STOCKS AND DISTRIBUTION OF HIDES AND SKINS.

Principal hide and skin stocks of April 30, 1932, and March 31, 1932, based on reports from 3,956 manufacturers and dealers.

	April 30, 1932.	March 31, 1932.	Tanned during April, 1932.	Deliveries during April, 1932.
Cattle, total, hides .....	4,229,420	4,332,474	1,076,197 <sup>1</sup>	1,171,627
Steers, hides .....	1,542,740	1,587,442	.....	205,015
Cows, hides .....	1,458,371	1,507,458	.....	412,550
Bulls, hides .....	125,707	124,025	.....	35,300
Unclassified, hides .....	1,072,611	1,113,549	.....	193,134
Buffalo, hides .....	35,056	29,359	942	6,380
Calves, total, skins .....	2,830,301	2,720,799	812,080	616,460
Green-salted, skins .....	2,620,217	2,438,793	698,251	608,690
Dry or dry-salted, skins .....	210,084	282,006	113,770	11,460
Kip, total, skins .....	355,733	367,562	121,077	80,475
Green-salted, skins .....	301,379	296,225	119,557	79,260
Dry or dry-salted, skins .....	64,354	71,337	1,520	1,200
Horse, colt, ass, and mule:				
Hides .....	130,858	132,072	4,688	21,900
Fronts, whole fronts .....	13,917	17,875	47,869	4,320
Butts, whole butts .....	222,343	235,627	56,332	3,000
Shanks .....	4,748	7,410	9,842	.....
Spills, pickled, pieces .....	129,225	29,372	28,283	28
Goat and kid, skins .....	11,585,524	10,904,357	3,159,418	622,500
Cabretta, skins .....	782,258	645,538	189,543	66,890
Sheep and lamb, total, skins .....	14,011,916	13,486,622	1,610,361	2,372,323
Wool skins .....	1,079,282	1,016,272	.....	776,297
Shearings, skins .....	683,696	615,142	.....	199,531
Without wool—pickled skins .....	11,946,427	11,255,706	.....	1,496,490
Without wool—dry skins .....	602,611	598,410	.....	.....
Skivers, dozens .....	110,859	107,651	3,284	.....
Fleishers, dozens .....	4,076	4,368	13,148	.....
Kangaroo and wallaby, skins .....	203,148	232,860	54,855	.....
Deer and elk, skins .....	200,698	202,724	42,113	.....
Pig and hog, skins .....	96,759	114,499	104,023	28,925
Pig and hog strips, pounds .....	289,952	297,855	89,547	53,411
Seal, skins .....	6,890	8,050	4,120	.....

<sup>1</sup>Domestic packer, 641,122; Domestic, other than packer, 344,900; Foreign, 90,175.



# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—No trading was reported in the packer hide market this week, at Chicago or in any of the domestic markets. Activity was confined to rumors of various kinds. The end of the in-between season in shoe production is not far off and some activity in raw hides is expected soon.

Various reports were abroad during the week to the effect that large orders were in the market at lower prices, but these were generally denied. Tanners were bidding sharply lower prices for certain descriptions early in the week; 3-1/3c was bid for heavy Texas steers early, but this bid was later raised to 3 3/4c for that description for May take-off, and bids of 3 1/2c reported late this week for light native cows.

Packers generally have not been inclined to discount the last trading prices, in view of the seasonal improvement in quality. Offerings of June hides have been slow to appear, killers feeling that any increased activity in the leather markets would be quickly felt in raw stocks.

Preliminary figures released by the Tanners' Council estimate shoe production for May at 22,000,000 pairs, against 25,900,000 pairs for April and 28,452,000 pairs in May, 1931, indicating the market falling off during May.

In the absence of trading to establish the market, last sales prices are still quoted. Native steers and extreme native steers last sold at 4 1/4c, for April-May take-off.

April-May butt branded steers last moved at 4 1/4c, and Colorados at 3 3/4c. Heavy Texas steers last brought 4 1/4c, light Texas steers 3 1/2c, and extreme light Texas steers 4c.

Heavy native cows last sold at 3 3/4c. Light native cows moved last at 4 1/4c, with 3 1/2c now bid. Branded cows were last sold at 4c for April-Mays.

Last trading in April to June native bulls was at 2 3/4c; branded bulls about 2 1/4c, nom.

**SMALL PACKER HIDES**—Trading is very slow in the small packer hide market, which is quoted in a nominal way around 4c for all-weight native steers and cows and 3 1/2c for branded. Some May hides still held.

**FOREIGN WET SALTED HIDES**—South American market was the only active market during the period. Sales of 10,000 B. A. steers were reported at close of last week, coming to this country, equal to 4 1/2c, c.i.f. New York, as against \$14.00 or 4 1/2c paid earlier; also 5,000 Uruguay hides to Europe equal to 5 1/2c c.i.f. New York. Later, 2,000 LaPlatas were reported to Europe at \$14.75, equal to 4 1/2c, followed by 4,000 heavy LaBlancas, 28 to 29 kilos, to England at \$15.50, or 4 1/2c. Last sale was 4,000 Uruguay Nationals to Russia equal to 5 1/2c, a slight advance.

**COUNTRY HIDES**—There is practically no country hide market at present. While prices are being quoted in a nominal way at proportionate differentials below packer hides, stocks can neither be bought nor sold at these levels. An occasional distress car appears on the market and buyers talk sharply lower prices at such times; demand is so light that buyers' ideas usually govern such sales. All-weights

are quoted 2 1/2@3c, nom., selected, delivered; heavy steers and cows 2 1/2c, nom. Buff weights quoted about 3c, nom., and extremes 3 1/2@3 3/4c, nom., but buyers talk sharply lower when offerings appear. Bulls 1 1/2@2c, nom. All-weight branded 2@2 1/4c, flat, less Chicago freight.

**CALFSKINS**—Last trading in the packer calfskin market was 10,000 March-April St. Paul skins on private terms, generally credited as 5@5 1/2c. Market quoted in a nominal way on regular points around 5 1/4c.

Chicago city calfskins quoted at last sale prices of 3 1/4c for 8/10-lb. and 5 1/4c for 10/15-lb.; market quiet. Outside cities, 8/15-lb., quoted around 4 1/2c; mixed cities and countries around 4c; straight countries, 3@3 1/4c. Chicago city light calf and deacons last sold at 3 1/2c.

**KIPSKINS**—Market quiet, so far, with last trading in May northern native kipskins at 5 1/2c, and 5c for southern; over-weights last sold at 4 1/2c for April-May northern; March, 4c.

Chicago city kipskins quoted around 4 1/2c, last paid. Outside cities about 4 1/4c; mixed cities and countries about 3 3/4c; straight countries 3@3 1/4c.

Last trading in packer May regular slunks was at 3 1/2c.

**HORSEHIDES**—Occasional sales are mentioned in the horsehide market, with choice city renderers quoted \$1.60@1.75, and mixed city and country lots \$1.25@1.50.

**SHEEPSKINS**—Dry pelts easy at 5c for full wools, short wools not wanted. Packer shearlings being fairly well absorbed at present levels of around 15c for No. 1's, 10@12 1/2c for No. 2's and 7 1/2c for fresh clips. Market about unchanged on pickled skins; winter stocks were fairly well cleaned up earlier around \$1.00 per doz. last paid for fairly good quality, with poorer stocks ranging down to 62 1/2c for late winter and early spring skins. Pickled spring lambs unchanged with last sales of ribby lambs at \$1.25 per doz., and blind ribby lambs at \$2.25 per doz. at Chicago. New York winter skins quoted 90c@\$1.00 per doz., nom. California spring lamb pelts quoted 8@10c last paid. Outside small packer wool pelts last sold at 40c.

## New York.

**PACKER HIDES**—Market dull and inactive, with last trading at 4 1/4c for May native and butt branded steers and 3 3/4c for Colorados. Bid of 3 3/4c reported early for butt branded steers. Three packers understood still holding May productions.

**COUNTRY HIDES**—Country market remains at a standstill except for an occasional distress car. Eastern extremes quoted 2 1/2@3c, nom.; buff weights quoted around 2 1/2c; mid-west extremes listed 3@3 1/2c, nom.

**CALFSKINS**—Considerable activity in calfskins market with details withheld in some instances. Sales of 5-7's are reported this week at 35c for collectors' and 40c for packers' skins; some quiet sales of 7-9's reported at 50@55c. Heavy skins appear easier and about 20,000 collectors' 9-12's reported at 90c; sales of packers' skins reported at \$1.05 later denied.

## N. Y. HIDE EXCHANGE FUTURES.

Saturday, June 11, 1932—Old Contracts—Close: June 3.40@3.55; Sept. 3.70 sale; Dec. 4.25@4.30; Mar. 4.70n. Sales 6 lots.

New—Close: June 3.40n; Sept. 3.40@3.50; Dec. 4.25n; Mar. 4.75 sale. Sales 6 lots.

Monday, June 13, 1932—Old Contracts—Close: June 3.31b; Sept. 3.61@3.69; Dec. 4.20@4.30; Mar. 4.65@4.85. Sales 14 lots.

New—Close: June 3.30n; Sept. 3.35n; Dec. 4.20n; Mar. 4.70@4.80. No sales.

Tuesday, June 14, 1932—Old Contracts—Close: June 3.41b; Sept. 3.70 sale; Dec. 4.25@4.35; Mar. 4.70n. Sales 3 lots.

New—Close: June 3.40n; Sept. 3.40n; Dec. 4.25n; Mar. 4.70@4.80. No sales.

Wednesday, June 15, 1932—Old Contracts—Close: June 3.61@3.70; Sept. 3.85@3.89; Dec. 4.40 sale; Mar. 4.80n. Sales 11 lots.

New—Close: June 3.50n; Sept. 3.55n; Dec. 4.40n; Mar. 4.85@4.90. Sales 4 lots.

Thursday, June 16, 1932—Old Contracts—Close: June 3.60@3.70; Sept. 3.75@3.81; Dec. 4.40 sale; Mar. 4.70b. Sales 17 lots.

New—Close: June 3.50n; Sept. 3.50n; Dec. 4.40n; Mar. 4.80@4.90. Sales 14 lots.

Friday, June 17, 1932—Old Contracts—Close: Sept. 3.59 sale; Dec. 4.05@4.10; Mar. 4.45n. Sales 31 lots.

New—Close: June 3.30n; Sept. 3.30n; Dec. 4.05n; Mar. 4.55 sale. Sales 5 lots.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended June 17, 1932, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended June 17.	Prev. week.	Cor. week, 1931.
Spr. nat. str.	@ 5n	5 @ 5 1/2n	11 @ 11 1/2n
Hvy. nat. str.	@ 4 1/4	@ 4 1/4	@ 10
Hvy. Tex. str.	@ 4 1/4	@ 4 1/4	@ 10n
Hvy. butt brand	@ 4 1/4	@ 4 1/4	@ 10n
strs. ....	@ 4 1/4	@ 4 1/4	@ 9 1/2
Hvy. Col. str.	@ 3 3/4	@ 3 3/4	@ 9 1/2
Ex-light Tex. str.	@ 4	@ 4	@ 9n
Brnd'd cows.	@ 4	@ 4	@ 9
Hvy. nat. cows	@ 3 3/4	@ 3 3/4	@ 9
Lt. nat. cows	@ 4 1/4	@ 4 1/4	@ 10
Nat. cows ..	@ 2 1/2	@ 2 1/2	5 1/2 @ 6n
Brnd'd bulls.	@ 2 1/2	@ 2 1/2	4 1/2 @ 5 1/2
Calfskins ...	5 1/2 @ 5 1/2n	5 1/2 @ 5 1/2n	@ 15
Kips, nat. ....	@ 5 1/2	@ 5 1/2	@ 12 1/2
Kips, ov-wt. ....	@ 4 1/2	@ 4 1/2	@ 11
Kips, brnd'd.	@ 4n	@ 4n	@ 9
Slunks, reg. ....	@ 32 1/2	@ 32 1/2	@ 80ax
Slunks, hris. 20	@ 25	@ 25	20 @ 30n
Light native, butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.			
Nat. all-wts. ....	@ 4n	@ 4n	@ 9 1/2
Branded ....	3 1/2 @ 3 1/2n	3 1/2 @ 3 1/2n	@ 8 1/2
Nat. bulls ....	@ 2 1/2	@ 2 1/2	5 1/2 @ 5 1/2n
Brnd'd bulls.	@ 2 1/2	@ 2 1/2	4 1/2 @ 4 1/2n
Calfskins ...	@ 4 1/2	@ 4 1/2	@ 12 1/2
Kips ....	@ 4 1/2	@ 4 1/2	@ 11 1/2
Slunks, reg. ....	@ 30	@ 30	@ 72 1/2
Slunks, hris. ....	@ 20	@ 20	@ 20

COUNTRY HIDES.			
Hvy. steers...	@ 2 1/2n	@ 2 1/2n	5 1/2 @ 6
Hvy. cows...	@ 2n	@ 2n	5 1/2 @ 6
Bulls ....	@ 3n	@ 3n	@ 6 1/2
Extremes ....	3 1/2 @ 3 1/2n	3 1/2 @ 3 1/2n	@ 8 1/2
Bulls ....	1 1/2 @ 2n	1 1/2 @ 2n	4 @ 4 1/2n
Calfskins ...	3 @ 3 1/4	3 @ 3 1/4	@ 9
Kips ....	3 @ 3 1/4	3 @ 3 1/4	9 @ 8 1/2
Light calf. ....	15 @ 20n	15 @ 20n	40 @ 50
Deacons ....	15 @ 20n	15 @ 20n	40 @ 50
Slunks, reg. ....	@ 10n	@ 10n	25 @ 35
Slunks, hris. ....	@ 5n	@ 5n	5 @ 10n
Horsehides ...	1.25@1.75	1.25@1.75	2.00@2.50

SHEEPSKINS.			
Pkr. lambs...	@ 40	35 @ 40	.....
Sml. pkr. ....	@ 15	15 @ 17 1/2	40 @ 42 1/2
Pkr. shearlings.	@ 5	5 @ 5 1/2	9 @ 9
Dry pelts ....	@ 5	5 @ 5 1/2	9 @ 9

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., June 16, 1932.

**CATTLE**—Compared with week ago: Fed steers and yearlings, 25@50c higher, inbetween grades showing most advance. Trade was active, both on local and outside account. Eastern shippers were very liberal buyers of good to choice steers, their activity setting price pace and pulling lower grades upward. Light heifer and mixed yearlings shared upturn; drylot cows and butcher heifers, firm to 25c higher, heifers up most; grass cows and grassy heifers, weak; bulls, 15@25c higher; vealers, steady; extreme top fed steers, \$7.65, paid for weighty as well as light kinds of yearling type; next highest price, \$7.60. There were numerous loads at \$7.25@7.50; bulk, \$5.75@7.40; light heifers, \$6.65; grass steers, \$4.50@6.00.

**HOGS**—Compared with one week ago: Market, 40@50 higher; packing sows, 30@40c up. Total supply slightly decreased, but smaller proportion butchers promoted bullishness; shippers slightly more active. Week's extreme top, \$4.00, paid today, highest since late in April; late bulk 180 to 220 lbs., \$3.75@3.90; 230 to 260 lbs., \$3.65@3.85; 270 to 310 lbs., \$3.55@3.70; 140 to 170 lbs., \$3.50@3.85; pigs, \$3.25@3.50. Plainer grades were discounted 15@50c or more. Packing sows in liberal supply; demand proved broad; late bulk \$2.90 to \$3.15; smooth lightweight, \$3.25.

**SHEEP**—Compared with week ago: All classes mostly steady, spots higher. Market showed little fluctuation during the comparative period. Native lambs predominated, with a sprinkling of fed Californians included. Today's bulks follow: Good to choice native ewe and wether lambs, \$6.00@6.50; best, \$7.00, the top each day this week; bucks, \$5.00@5.50; throwouts, \$4.50@5.00; fed California lambs averaging 77 lbs., \$6.25; choice 75- to 84-lb. yearlings, \$5.00@5.25; grassy kinds, down to \$3.00 and below; fat ewes, \$1.50@2.25.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., June 16, 1932.

**CATTLE**—Most classes of beef steers and yearlings met a dependable outlet this week, and closing levels are strong to 25c higher than a week ago, with inbetween grades sharing the full advance. Lightweight yearlings and fed heifers sold readily at 25@40c higher rates. Choice 938-lb. yearlings brought \$7.50 for the week's top, while several lots of all weights went at \$7.10@7.40. Most of the fed arrivals, however,

cashed from \$5.50@7.00, while plain South Texas offerings went from \$3.75@5.50. Slaughter cows closed steady to weak, but bulls ruled strong to 15c higher. Vealers are steady to 50c higher, with late top at \$6.00.

**HOGS**—Moderate supplies and an increased shipping outlet were factors in active trade in hogs, which resulted in 15@25c advances of last Thursday. All grades and weights shared the upturn, with underweights and heavy butchers selling to the best advantage. Both shippers and packers paid the late top of \$3.25 for choice 170- to 230-lb weights, while the bulk of the good to choice 170- to 250-lb. weights brought \$3.15@3.25. Better grades of 260- to 350-lb. butchers ranged from \$2.90@3.15, and most of the good to choice 140- to 160-lb. offerings went from \$2.90@3.20. Packing sows are 15@25c higher at \$2.25@2.75.

**SHEEP**—Fat lambs held about steady for the week. Choice natives sold up to \$6.35 early, but at the finish \$5.75@6.10 took the bulk. Choice yearlings made \$5.00, but late sales were most numerous from \$3.65@4.25, with no choice grades available. Aged sheep are steady to strong, with fat ewes selling from \$1.25@1.50; top, \$1.60.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., June 16, 1932.

**CATTLE**—There was slightly improved action to the market on fed steers and yearlings over closing days of last week, with demand showing breadth. For the week prices have shown strength; current prices strong to 25c higher than week ago, with yearlings generally showing the full upturn. Heifers are strong 25c higher; sows and vealers, steady; bulls, 15@25c higher. Steers averaging 1,500 lbs. sold at \$7.00; yearling, 978 lbs., \$7.15; 1,261-lb. weights, \$7.25. Heifers averaging 756 and 820 lbs. earned \$6.25.

**HOGS**—A falling off of receipts in the aggregate proved the outstanding bullish factor in the hog trade, and comparisons, Thursday with Thursday show values 15@35c higher. Thursday's top reached \$3.30 for 180- to 200-lb. averages, with bulk good and choice 140 to 300 lbs. \$3.00 to \$3.25; 300- to 350-lb. weights, \$2.95@3.10; packing sows, \$2.50@2.70.

**SHEEP**—Market on lambs and yearlings showed an uneven trend, light receipts the opening day resulting in a 25c advance, but since that time this upturn has been partly lost. Matured sheep held steady. Thursday's bulk sorted native and range lambs sold \$5.75@6.00, while on Monday strictly choice range lambs topped at \$6.50.

Bulk fed clipped lambs, \$5.50@6.10; fed yearlings, \$4.35@4.80; slaughter ewes, good and choice, \$1.00@1.75.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, June 16, 1932.

**CATTLE**—Compared with one week ago: Best steers sold steady to strong, with common and medium kinds 15@25c lower; best mixed yearlings and heifers, strong to 25c up, with lower priced kinds weak; cow stuff, 25c and spots 50c lower; bulls, 10@15c higher; vealers, 75c higher. Bulk of slaughter steers brought \$5.25@6.60, with most good kinds \$6.10@6.75. Top 1,258-lb. steers scored \$7.30, with best yearlings \$7.25. Top 564-lb. heifers brought \$6.75, and best mixed yearlings \$6.50; bulk of good and choice mixed and heifers, \$5.75@6.40; medium fleshed kinds, \$4.75@5.50. Top cows rested at \$4.25, with bulk \$2.50@3.25; most low cutters, \$1.25@1.75. Top vealers closed at \$6.25; best sausage bulls, \$2.75.

**HOGS**—Constant advances all this week pushed swine values upward 25@35c. Top price Thursday was \$3.70, while bulk of hogs sold from \$3.35@3.65; packing sows, \$2.50@2.75.

**SHEEP**—Lamb values advanced early in the week, but later slumped sharply to finish about 25c lower for the period. Choice sorted lambs sold upward to \$7.25, with a few prime descriptions at \$7.50. At the close the best sorted lambs realized \$7.00, with bulk of lambs at \$6.25@6.50; buck lambs, \$1.00 less; throwouts, \$3.50; fat ewes, \$1.00@1.50.

## ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., June 16, 1932.

**CATTLE**—The fat cattle market worked higher again this week, most slaughter steers and yearlings selling 25c above a week earlier, extremes more. Dry fed cows remained firm, others, along with grassy yearlings, in narrow demand. Bulls sold firm, vealers and calves unchanged. Two loads choice, 958-lb. yearlings brought \$7.25; some 1,288-lb. steers, \$7.15; nothing of strictly top finish present; bulk steers and long yearlings, \$5.75@7.00; 13 loads Texas grassers, \$4.60@4.85. Top mixed yearlings brought \$6.35; load lots straight heifers, up to \$6.10; part loads, \$6.25; bulk light mixed heifer yearlings, \$5.00@6.25. Beef cows bulked at \$2.75@4.00; choice individuals, up to \$5.00; cutter grades, \$1.50@2.50; most bulls, \$2.25@2.50; top vealers, \$5.00; bulk calves, \$3.50@5.00.

**HOGS**—Hog prices have gradually strengthened and are 15@25c higher than this time last week. The major rise was on heavy weights, for which there was brisk demand today. Week's top, \$3.20, paid today; bulk good and

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choice hogs, 160 to 300 lbs., \$3.00@3.15; light lights, \$2.50@3.00; some medium quality shipments, \$2.25@2.75; sows, largely \$2.35@2.60.

**SHEEP**—Compared with this time last week: Fat lambs and yearlings are strong to 25c higher, although the market is about 25c lower than earlier this week. Week's top was \$6.35, with best lambs today \$6.10; bulk sales, \$5.75@6.10. Choice yearlings have been lacking; a few loads medium to good kinds, mostly Texas and New Mexico's, \$3.25@4.50; best slaughter ewes, \$1.25@1.50.

## SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., June 16, 1932.

**CATTLE**—Ready outlet closed most killing classes strong to fully 25c higher. Choice yearlings and medium weight heaves sold up to \$7.25. Numerous offerings reached \$6.75@7.00, and the majority made \$5.50@6.50. Load lots choice light heifers moved \$6.00@6.20; odd lots, \$6.25; bulk, \$5.50@6.00. Cows went largely \$3.00@4.50, and low cutters and cutters sold Monday \$1.50@2.50. Bulls weakened for medium grades to sell mainly \$2.25@2.50. Vealers closed firm; best offerings brought \$6.00.

**HOGS**—Light receipts locally, coupled with bullish advices from outside market centers, resulted in a general upward revision to hog prices. For the week most classes showed a 25c advance. Thursday's top, \$3.25; bulk, 170- to 270-lb. weights, \$3.10@3.25; 270- to 350-lb. butchers, \$2.90@3.10; 140- to 170-lb. averages, \$2.85@3.10; packing sows, \$2.50@2.75.

**SHEEP**—Light receipts for sheep and lambs locally resulted in a higher trend to fat lamb values, and for the week slaughter lambs showed a 25c advance, while sheep held steady. Idaho range lambs sold this week at \$6.25@6.50; natives, \$6.00@6.25; fed clipped Californias, \$6.25. Odd lots of medium to good yearlings brought \$4.50; best slaughter ewes, \$1.50 down.

## ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., June 15, 1932.

**CATTLE**—Very little price change developed on fed steers, yearlings and the better grades of fat she stock. Grassy offerings of all classes ruled unevenly 25c to in spots 50c lower. Choice yearlings and matured steers reached \$6.75; bulk all weights, \$5.50@6.50; yearling heifers, \$6.40; bulk heifers, \$3.75@5.00; cows, \$3.00@3.75; common grassy kinds, as low as \$2.50. Low cutters and cutters centered at \$1.50@2.25; medium grade bulls, from \$2.75 down; vealers, \$3.50@6.00.

**HOGS**—Hog prices have worked 10@15c higher during the week, better 160- to 220-lb. weights today selling at \$3.20@3.25; 200- to 270-lb. averages, \$3.00@3.25; 270- to 340-lb. weights, \$2.75@3.00; packing sows, \$2.25@2.65; pigs, largely \$2.75@3.00.

**SHEEP**—Slaughter lambs have shown practically no change, better natives selling at \$6.25; bucks, \$1.00 off; throw-outs, \$4.00@4.50; yearlings, \$4.50 down; ewes, \$1.50 down.

## CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., June 16, 1932.

As a result of some decrease in receipts, aggressive buying on the part of interior packers and an improved demand on shipper account, hog prices at 21 concentration yards and 7 packing plants in Iowa and Minnesota advanced steadily, and current quotations are 25@35c above a week ago. Late bulk of good to choice 180- to 230-lb. weights, \$3.15@3.45; 240- to 280-lb. averages, \$3.00@3.35; big weight butchers, down to \$2.80; packing sows, mostly \$2.35@2.75.

Receipts of hogs unloaded daily at these 21 concentration yards and 7 packing plants for week ended June 16, 1932, with comparisons:

	This week.	Last week.
Friday, June 10.....	20,800	26,300
Saturday, June 11.....	22,200	21,900
Sunday, June 12.....	48,100	44,200
Tuesday, June 14.....	18,100	14,800
Wednesday, June 15.....	19,500	19,800
Thursday, June 16.....	20,800	24,400

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage nor fills.

## CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week ended June 9, 1932, with comparisons, reported by Dominion Live Stock Branch:

### BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended June 9.	Prev. week.	Same week, 1931.
Toronto.....	\$ 7.25	\$ 7.00	\$ 6.75
Montreal.....	7.10	6.10	6.10
Winnipeg.....	5.75	6.00	6.00
Calgary.....	5.25	5.25	5.15
Edmonton.....	5.50	5.50	4.75
Prince Albert.....	4.75	4.50	4.50
Moose Jaw.....	5.00	5.00	5.00
Saskatoon.....	5.25	5.25	4.50

### VEAL CALVES.

	Week ended June 9.	Prev. week.	Same week, 1931.
Toronto.....	\$ 6.00	\$ 6.50	\$ 7.50
Montreal.....	5.25	5.00	7.00
Winnipeg.....	4.50	4.50	7.00
Calgary.....	6.00	6.50	8.50
Edmonton.....	4.50	5.50	6.00
Prince Albert.....	5.00	5.00	5.00
Moose Jaw.....	5.00	5.50	6.00
Saskatoon.....	4.00	4.50	5.00

### SELECT BACON HOGS.

	Week ended June 9.	Prev. week.	Same week, 1931.
Toronto.....	\$ 5.25	\$ 5.10	\$ 9.00
Montreal.....	5.00	4.90	9.50
Winnipeg.....	4.50	4.50	8.00
Calgary.....	4.10	4.10	7.85
Edmonton.....	4.10	4.10	7.85
Prince Albert.....	4.20	4.05	7.70
Moose Jaw.....	4.20	4.20	7.70
Saskatoon.....	4.20	4.20	7.70

### GOOD LAMBS.

	Week ended June 9.	Prev. week.	Same week, 1931.
Toronto.....	\$10.00	\$10.50	\$12.50
Montreal.....	9.00	12.50	13.00
Winnipeg.....	8.00	9.00	10.00
Calgary.....	8.00	8.00	11.00
Edmonton.....	8.00	9.00	9.50
Prince Albert.....	8.00	8.00	10.00
Moose Jaw.....	8.00	8.00	10.00
Saskatoon.....	7.00	7.00	9.00

\*Off cars. All others on fed and watered basis.

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended June 11, 1932, with comparisons:

### CATTLE.

	Week ended, June 11.	Prev. week.	Cor. week, 1931.
Chicago.....	27,616	20,268	26,425
Kansas City.....	14,665	14,172	14,191
Omaha.....	18,493	12,230	18,187
East St. Louis.....	11,892	9,075	5,927
St. Joseph.....	5,525	5,520	4,497
Sioux City.....	5,963	4,843	8,776
Wichita.....	2,423	1,834	1,340
Fort Worth.....	3,912	.....	.....
Philadelphia.....	1,578	1,265	1,534
Indianapolis.....	1,572	1,157	1,194
New York & Jersey City.....	8,388	7,732	8,558
Oklahoma City.....	1,408	1,937	2,083
Cincinnati.....	3,230	3,240	3,981
Denver.....	2,844	2,808	2,010
Total.....	109,577	86,172	101,342

### HOGS.

	Week ended, June 11.	Prev. week.	Cor. week, 1931.
Chicago.....	90,502	96,951	87,378
Kansas City.....	23,073	24,563	15,536
Omaha.....	40,279	48,899	40,537
East St. Louis.....	55,800	33,205	22,887
St. Joseph.....	19,468	18,851	14,070
Sioux City.....	13,888	19,118	22,932
Wichita.....	12,861	15,389	5,083
Fort Worth.....	3,884	.....	.....
Philadelphia.....	17,486	17,486	14,638
Indianapolis.....	47,021	22,470	11,484
New York & Jersey City.....	18,308	40,926	38,400
Oklahoma City.....	322	5,774	4,209
Cincinnati.....	17,842	19,333	15,260
Denver.....	10,920	12,157	10,080
Total.....	347,216	372,622	302,464

### SHEEP.

	Week ended, June 11.	Prev. week.	Cor. week, 1931.
Chicago.....	51,790	48,900	90,331
Kansas City.....	26,511	30,205	34,720
Omaha.....	24,718	23,504	34,241
East St. Louis.....	24,021	18,479	21,418
St. Joseph.....	13,913	17,311	23,981
Sioux City.....	4,275	5,768	13,998
Wichita.....	2,553	2,787	3,745
Fort Worth.....	49,458	.....	.....
Philadelphia.....	7,480	5,975	5,618
Indianapolis.....	1,351	836	1,372
New York & Jersey City.....	71,591	68,277	86,771
Oklahoma City.....	5,860	3,644	3,058
Cincinnati.....	8,529	4,468	4,893
Denver.....	17,562	5,231	3,920
Total.....	307,070	231,974	290,855

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended June 11, 1932:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended June 11.....	156,000	335,000	962,000
Previous week.....	129,000	322,000	924,000
1931.....	167,000	351,000	974,000
1930.....	202,000	289,000	1,024,000
1929.....	192,000	293,000	1,108,000
1928.....	214,000	317,000	1,274,000

Hogs at 11 markets:	Week ended June 11.....	Previous week.....	1931.....	1930.....	1929.....	1928.....
	390,000	394,000	394,000	470,000	570,000	657,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended June 11.....	120,000	330,000	175,000
Previous week.....	97,000	328,000	175,000
1931.....	128,000	340,000	233,000
1930.....	159,000	405,000	198,000
1929.....	143,000	443,000	168,000
1928.....	159,000	560,000	214,000

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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, June 11, 1932, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,735	3,200	3,852
Swift & Co.	4,158	1,740	8,223
Wilson & Co.	3,173	2,804	1,919
Morris & Co.	1,902	1,850	1,804
Anglo-Am. Prov. Co.	1,152	.....	.....
G. H. Hammond Co.	1,963	1,261	.....
Libby, McNeill & Libby	490	.....	.....
Shippers	8,932	13,934	3,021
Others	9,000	30,322	4,841
Brennan Pkg. Co., 5,041 hogs; Independent Pkg. Co., 647 hogs; Boyd, Lamham & Co., 705 hogs; Hygrade Food Products Corp., 3,154 hogs; Agar Pkg. Co., 4,760 hogs.			

Total: 36,186 cattle, 7,595 calves, 60,315 hogs, 23,060 sheep.

Not including 362 cattle, 1,363 calves, 34,908 hogs and 33,106 sheep bought direct.

## KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,711	3,790	5,829
Cudahy Pkg. Co.	2,440	2,800	7,055
Fowler Pkg. Co.	479	.....	.....
Morris & Co.	2,192	3,400	2,888
Swift & Co.	3,436	7,962	5,452
Wilson & Co.	2,481	4,174	5,279
Others	924	925	38
Total	14,965	23,000	26,511

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	5,403	12,891	8,711
Cudahy Pkg. Co.	3,932	9,374	10,419
Dold Pkg. Co.	983	6,106	.....
Morris & Co.	2,270	908	1,102
Swift & Co.	5,104	7,121	4,240
Others	22,717	.....	.....
Eagle Pkg. Co., 1 cattle; Geo. Hoffman Pkg. Co., 54 cattle; Gr. Omaha Pkg. Co., 9 cattle; Omaha Pkg. Co., 74 cattle; J. Roth Pkg. Co., 92 cattle; So. Omaha Pkg. Co., 40 cattle; Lincoln Pkg. Co., 110 cattle; Nagle Pkg. Co., 103 cattle; Sinclair Pkg. Co., 574 cattle; Wilson & Co., 153 cattle.			

Total: 18,911 cattle; 59,200 hogs; 24,481 sheep.

## EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,538	1,202	4,557	10,546
Swift & Co.	1,741	1,502	6,068	10,172
Morris & Co.	808	782	3,047	777
Hunter Pkg. Co.	804	.....	2,725	1,216
American Pkg. Co.	71	101	623	101
Hell Pkg. Co.	.....	.....	1,159	.....
Krey Pkg. Co.	.....	.....	3,338	.....
Sieloff Pkg. Co.	.....	.....	401	.....
Circle Pkg. Co.	.....	.....	570	.....
Shippers	3,396	3,555	21,311	6,460
Others	2,941	502	11,311	1,209
Total	11,501	7,444	57,210	30,501

Not including 3,319 cattle, 2,380 calves, 38,483 hogs and 4,079 sheep bought direct.

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,052	641	10,311	9,889
Armour and Co.	2,382	965	8,863	4,224
Others	1,052	69	4,096	.....
Total	5,486	1,675	23,940	13,913

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,536	83	4,238	1,424
Armour and Co.	1,856	102	4,270	1,359
Swift & Co.	1,683	96	3,161	1,468
Shippers	1,698	18	11,417	.....
Others	143	12	83	.....
Total	6,945	313	18,890	4,231

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	631	259	2,729	3,868
Wilson & Co.	711	209	2,638	4,706
Others	1,288	310	749	30
Total	2,630	778	6,119	8,806

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,160	397	4,823	2,515
Dold Pkg. Co.	607	48	3,614	38
Wichita D. B. Co.	20	.....	.....	.....
Dunn-Osterling	77	.....	.....	.....
Keeffe-Le Stourgen	21	.....	.....	.....
Fred W. Dold	84	.....	.....	.....
Total	1,978	445	8,437	2,553

Not including 4,424 hogs bought direct.

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,578	3,277	10,117	1,950
Cudahy Pkg. Co.	308	1,201	.....	.....
Swift & Co.	3,620	5,009	14,429	2,787
United Pkg. Co.	1,209	58	.....	.....
Others	621	613	10,546	.....
Total	8,331	10,156	35,062	4,737

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	719	60	2,813	8,021
Armour and Co.	782	113	3,940	5,321
Misc.	1,343	215	4,258	1,350
Total	2,844	388	10,920	17,592

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,401	6,028	7,162	606
U. D. B. Co., N. Y.	36	.....	.....	.....
The Layton Co.	.....	.....	271	.....
R. Gunz & Co.	59	.....	35	8
Armour & Co., Milw.	484	3,062	.....	.....
N. Y. B. D. M. Co., N. Y.	58	.....	.....	.....
Bimble, Harrison	.....	.....	178	.....
N. J.	.....	.....	164	.....
Corkran, Hill, Balt.	.....	.....	69	3
Shippers	118	69	79	3
Others	104	315	68	216
Total	2,350	9,474	7,857	923

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,304	550	15,097	1,194
Armour and Co.	965	90	2,013	32
Hilgemeyer Bros. Co.	3	.....	1,200	.....
Brown Bros.	142	29	151	.....
Stumpf Bros.	.....	.....	86	.....
Schussler Pkg. Co.	.....	.....	234	.....
Meier Pkg. Co.	159	8	577	.....
Indiana Prov. Co.	30	13	196	.....
Art Wabnitz	5	45	.....	64
Maass-Hartman	37	9	.....	10
Riverview Pkg. Co.	15	1	23	.....
Hosler Abt. Co.	.....	.....	16,727	4,968
Shippers	1,004	1,484	16,727	4,968
Others	328	140	175	423
Total	4,001	2,378	35,679	6,026

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	.....	.....	.....	211
Ideal Pkg. Co.	12	.....	607	.....
E. Kahn's Sons Co.	1,205	319	6,521	5,152
Kroger G. & B. Co.	213	244	1,068	.....
J. Lohrey Pkg. Co.	2	.....	208	.....
H. H. Meyer Pkg. Co.	13	.....	3,375	.....
A. Sander Pkg. Co.	3	.....	.....	.....
J. Schlachter & Sons.	59	212	.....	155
J. & F. Schroth Pkg.	16	.....	2,883	.....
John F. Stegner	298	224	.....	.....
Shippers	112	1,119	1,864	18,252
Others	830	538	511	297
Total	2,823	2,656	17,656	24,115

Not including 810 cattle, 60 calves, 4,400 hogs and 1,279 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended June 11, 1932, with comparisons:

## CATTLE.

	Week ended, June 11.	Prev. week.	Cor. week.
Chicago	36,186	30,141	17,592
Kansas City	14,965	14,104	14,121
Omaha	18,911	13,198	18,561
East St. Louis	11,501	8,816	14,631
St. Joseph	5,486	5,421	5,723
Sioux City	6,945	6,276	12,690
Oklahoma City	2,630	1,322	1,722
Wichita	1,978	1,549	1,349
Denver	2,844	2,756	2,835
St. Paul	8,331	5,471	8,978
Milwaukee	2,350	1,880	2,419
Indianapolis	4,001	4,312	3,543
Cincinnati	2,823	2,179	2,746
Total	118,741	97,426	106,181

## HOGS.

	Week ended, June 11.	Prev. week.	Cor. week.
Chicago	69,315	66,004	50,641
Kansas City	23,068	24,414	15,536
Omaha	59,200	60,024	69,160
East St. Louis	57,120	48,806	79,940
St. Joseph	22,440	23,300	19,500
Sioux City	18,890	28,458	37,051
Oklahoma City	6,119	5,774	5,300
Wichita	8,437	9,527	8,535
Denver	10,920	11,907	9,028
St. Paul	35,062	24,767	37,927
Milwaukee	7,857	8,154	9,206
Indianapolis	35,679	39,125	23,581
Cincinnati	17,656	17,723	13,905
Total	373,402	368,165	379,763

## SHEEP.

	Week ended, June 11.	Prev. week.	Cor. week.
Chicago	23,600	21,130	54,465
Kansas City	26,511	28,780	34,729
Omaha	24,481	18,477	30,216
East St. Louis	30,501	21,496	35,413
St. Joseph	13,913	17,311	29,589
Sioux City	4,231	4,885	19,616
Oklahoma City	8,806	3,944	3,098
Wichita	2,553	2,767	3,745
Denver	17,592	17,110	18,363
St. Paul	4,737	3,819	4,131
Milwaukee	923	831	631
Indianapolis	6,026	5,073	6,373
Cincinnati	24,115	17,095	2,574
Total	188,049	163,338	243,326

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 6	12,230	1,005	28,875	7,736
Tues., June 7	7,329	2,632	18,787	5,516
Wed., June 8	9,184	1,958	19,820	8,854
Thurs., June 9	6,135	2,613	18,796	17,023
Fri., June 10	1,297	548	14,773	9,927
Sat., June 11	400	200	5,900	1,000

Total this week, 36,572 cattle, 8,976 calves, 103,650 hogs, 53,600 sheep.  
Previous week, 30,287 cattle, 7,414 calves, 111,128 hogs, 50,644 sheep.  
Year ago, 39,763 cattle, 12,846 calves, 114,244 hogs, 60,900 sheep.  
Two years ago, 44,866 cattle, 11,597 calves, 128,976 hogs, 47,534 sheep.

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., June 6	2,483	2	5,550	321
Tues., June 7	2,542	8	1,583	288
Wed., June 8	1,829	.....	706	1,045
Thurs., June 9	1,235	.....	2,114	625
Fri., June 10	337	.....	3,697	280
Sat., June 11	100	.....	300	140

Total this week, 8,719 cattle, 10 calves, 40,020 hogs, 2,640 sheep.  
Previous week, 9,831 cattle, 217 calves, 15,104 hogs, 2,898 sheep.  
Year ago, 13,549 cattle, 310 calves, 24,631 hogs, 2,871 sheep.  
Two years ago, 10,920 cattle, 90 calves, 24,861 hogs, 3,739 sheep.

Total receipts for month and year to June 11, with comparisons:

	June	1931	Year.	1930
Cattle	15,111	23,884	276,559	306,023
Calves	23,834	39,184	609,807	702,178
Hogs	4,812	6,323	468,708	612,175

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.	Lambs.
Week ended June 11	\$6.40	\$3.30	\$1.60	\$4.30	\$4.30
Previous week	6.20	3.20	1.60	5.20	5.20
1931	7.75	6.30	1.80	7.75	7.75
1930	10.65	9.90	3.25	11.15	11.15
1929	13.95	10.65	6.00	16.20	16.20
1928	15.00	9.70	7.65	17.99	17.99
1927	11.05	8.50	6.25	13.10	13.10
Av. 1927-1931	\$11.40	\$9.05	\$5.00	\$14.10	\$14.10

## SUPPLIES FOR CHICAGO PACKERS.

Net supplies of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended June 11	27,900	89,600	51,000
Previous week	20,456	96,024	47,778
1931	29,410	80,513	58,026
1930	33,946	104,115	43,794
1929	31,951	119,556	53,778
1928	36,285	156,638	63,560

\*Saturday, June 11, estimated.

## HOG RECEIPTS, WEIGHTS, PRICES.

Receipts

## WICHITA RATES LOWER.

Market agencies at the Wichita, Kansas, Stockyards requested the Department of Agriculture to permit them to file a schedule of lower rates and waive the ten-days' notice required in instances of this kind in order that the new rates might become effective immediately. This request was granted and these agencies filed tariffs, effective June 1, with rates materially lower.

On straight cars of cattle or calves by rail a reduction of \$4.50 per car is made in the maximum rate, and on calves by rail in double deck cars the reduction in the maximum rate is \$6.50. On rail shipments of hogs in single deck cars the reduction in the maximum rate is \$2.00, and on double deck cars \$4.00. On sheep by rail the present single deck maximum rate of \$14.00 is reduced to \$12.00, and the double deck maximum rate of \$18.00 is reduced to \$17.00.

Reductions are also made on mixed cars of livestock to bring the rates on arrivals by this mode in line with those on shipments in straight cars. The drive-in rates on cattle and sheep are each reduced 5c per head. Although these are the principal decreases, there are reductions in other items in the schedule, some of which are substantial in character.

## LIVESTOCK AT 63 MARKETS.

Receipts and disposition of livestock at 63 leading markets during May, 1932.

CATTLE.			
	Receipts.	Local slaughter.	Total ship-ments.
Total	919,314	563,713	341,608
May average, 5 years, 1927-1931...	1,129,042	639,537	482,480
CALVES.			
Total	477,761	331,536	141,714
May average, 5 years, 1927-1931...	567,534	407,192	162,696
HOGS.			
Total	3,049,739	2,187,890	853,516
May average, 5 years, 1927-1931...	3,390,582	2,171,635	1,226,506
SHEEP AND LAMBS.			
Total	2,429,106	1,360,016	1,072,339
May average, 5 years, 1927-1931...	2,256,539	1,143,194	1,115,849

## U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, June 12, 1932, as reported to THE NATIONAL PROVISIONER:

	Week ended June 12.	Prev. week.	Cor. week, 1931.
Chicago	110,262	113,131	104,245
Kansas City, Kan.	66,475	71,132	44,557
Omaha	48,120	50,085	40,328
St. Louis & East St. Louis	67,501	67,478	48,843
St. Joseph	14,940	19,085	22,245
St. Paul	29,055	27,987	32,637
St. Joseph	21,356	19,549	15,004
New York and J. C.	29,020	28,260	25,228
Total	586,758	596,707	334,297

## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, June 16, 1932:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (soft or oily hogs and roasting pigs excluded):	\$ 3.50@ 3.35	\$ 3.55@ 3.70	\$ 3.00@ 3.20	\$ 2.80@ 3.20	\$ 3.00@ 3.35
12 lb. (140-180 lbs.) gd.-ch.	3.80@ 3.90	3.55@ 3.70	3.10@ 3.30	3.05@ 3.25	3.25@ 3.35
12 lb. wt. (180-180 lbs.) go.-ch.	3.75@ 3.95	3.55@ 3.70	3.10@ 3.30	3.10@ 3.25	3.25@ 3.35
(180-200 lbs.) gd.-ch.	3.75@ 3.95	3.50@ 3.65	3.10@ 3.30	3.10@ 3.25	3.25@ 3.35
Med. wt. (200-220 lbs.) gd.-ch.	3.70@ 3.90	3.35@ 3.55	3.10@ 3.25	3.10@ 3.25	3.10@ 3.25
(220-250 lbs.) gd.-ch.	3.55@ 3.80	3.20@ 3.40	3.00@ 3.20	3.00@ 3.20	3.00@ 3.15
Hvy. wt. (250-280 lbs.) gd.-ch.	3.40@ 3.65	3.15@ 3.25	2.85@ 3.10	2.80@ 3.10	2.75@ 3.10
(280-350 lbs.) gd.-ch.	2.90@ 3.30	2.50@ 2.85	2.50@ 2.70	2.50@ 2.75	2.25@ 2.65
Pig. sows (275-500 lbs.) med.-ch.	3.15@ 3.50	3.00@ 3.35	2.10@ 2.50	2.10@ 2.50	2.75@ 3.15
Str. pigs (100-130 lbs.) gd.-ch.	3.45-252 lbs.	3.46-211 lbs.	2.86-247 lbs.	3.05-223 lbs.	
Av. cost & wt. Thurs. (pigs excl.)	7.25@ 7.75	7.00@ 7.50	6.75@ 7.25	6.75@ 7.50	6.85@ 7.40
Slaughter Cattle and Calves:					
STEERS (800-900 LBS.):					
Choice	6.75@ 7.40	6.00@ 7.00	6.25@ 6.75	5.75@ 6.75	6.00@ 6.85
Good	6.00@ 6.75	4.50@ 6.00	5.50@ 6.25	5.00@ 6.00	5.00@ 6.00
Medium	4.50@ 6.00	3.75@ 4.50	4.25@ 5.50	3.75@ 5.00	4.00@ 5.00
Common	7.40@ 7.85	7.00@ 7.50	6.75@ 7.25	6.75@ 7.50	6.85@ 7.40
STEERS (900-1100 LBS.):					
Choice	6.75@ 7.50	6.00@ 7.00	6.25@ 6.75	6.00@ 7.00	6.10@ 6.85
Good	6.00@ 6.75	4.50@ 6.00	5.50@ 6.25	5.00@ 6.25	5.00@ 6.10
Medium	4.50@ 6.00	4.00@ 4.50	4.25@ 5.50	3.75@ 5.00	4.00@ 5.00
Common	7.50@ 8.00	7.00@ 7.50	6.75@ 7.25	7.00@ 7.50	6.80@ 7.50
STEERS (1100-1300 LBS.):					
Choice	6.75@ 7.50	6.00@ 7.00	6.25@ 6.75	6.25@ 7.00	6.15@ 6.90
Good	6.00@ 6.75	4.50@ 6.00	5.50@ 6.25	5.25@ 6.25	5.00@ 6.15
Medium	7.50@ 8.00	7.00@ 7.50	6.75@ 7.25	6.75@ 7.50	7.00@ 7.50
STEERS (1300-1500 LBS.):					
Choice	6.75@ 7.50	6.00@ 7.00	6.25@ 6.75	6.25@ 7.00	6.00@ 7.00
Good	6.25@ 6.75	6.00@ 6.75	5.75@ 6.35	5.75@ 6.25	6.00@ 6.60
HEIFERS (550-850 LBS.):					
Choice	5.75@ 6.25	5.25@ 6.00	5.25@ 5.75	5.00@ 5.75	4.75@ 6.00
Good	5.00@ 5.75	4.50@ 5.25	4.50@ 5.25	4.00@ 5.00	3.75@ 4.75
Medium	3.75@ 5.00	3.50@ 4.50	3.50@ 4.50	3.00@ 4.00	3.00@ 3.75
Common	4.25@ 5.00	4.25@ 4.50	4.25@ 5.00	4.25@ 5.00	4.00@ 4.75
COWS:					
Choice	3.00@ 4.25	3.50@ 4.25	3.50@ 4.25	3.50@ 4.25	3.25@ 4.00
Good	2.50@ 3.00	2.50@ 3.50	2.50@ 3.50	2.25@ 3.50	2.35@ 3.25
Com-med.	1.50@ 2.50	1.00@ 2.50	1.50@ 2.50	1.00@ 2.25	1.00@ 2.50
Low cutter and cutter	3.00@ 4.50	2.75@ 3.25	2.00@ 3.75	2.40@ 3.00	2.60@ 3.25
BULLS (YRS. EX. BEEF):					
Good-choice	2.50@ 3.25	1.75@ 2.75	2.15@ 2.75	1.75@ 2.40	1.75@ 2.75
Com-med.	5.50@ 6.50	4.75@ 6.25	5.00@ 7.00	4.50@ 6.00	3.00@ 6.00
VEALERS (MILK-FED):					
Good-choice	5.00@ 5.50	3.50@ 4.75	4.00@ 5.00	3.50@ 4.50	2.50@ 3.00
Com-med.	3.50@ 5.00	1.50@ 3.50	2.00@ 4.00	2.00@ 3.50	1.50@ 2.50
Cul-com.	4.50@ 5.25	4.50@ 6.00	4.00@ 5.50	4.00@ 5.50	3.00@ 4.00
CALVES (250-500 LBS.):					
Good-choice	3.00@ 4.50	2.50@ 4.50	2.00@ 4.00	2.00@ 4.00	2.00@ 3.00
Com-med.	6.00@ 7.00	6.00@ 7.00	5.75@ 6.25	5.75@ 6.25	5.75@ 6.50
Slaughter Sheep and Lambs:					
LAMBS:					
(90 lbs. down)—Good-choice...	5.25@ 6.00	5.00@ 6.00	4.75@ 5.75	4.75@ 5.75	5.00@ 5.75
Medium	4.00@ 5.25	3.50@ 5.00	3.75@ 4.75	3.75@ 4.75	4.00@ 5.00
(All weights)—Common	3.50@ 5.25	3.50@ 5.00	3.75@ 4.80	2.75@ 4.75	3.00@ 4.50
YEARLING WETHERS:					
(90-110 lbs.)—Med.-ch.					
EWES:					
(90-120 lbs.)—Med.-ch.	1.75@ 2.25	1.00@ 1.75	1.00@ 2.00	1.00@ 1.75	.75@ 1.50
(120-150 lbs.)—Med.-ch.	1.00@ 2.00	1.00@ 1.50	1.00@ 1.75	1.00@ 1.50	.50@ 1.25
(All weights)—Cul-com.	.50@ 1.75	.50@ 1.00	.25@ 1.00	.50@ 1.00	.25@ .75

## RECEIPTS AT CENTERS

SATURDAY, JUNE 11, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	1,500	14,000	10,000
Kansas City	700	4,000	4,500
Omaha	500	5,500	1,650
St. Louis	800	8,500	3,000
St. Joseph	500	2,500	2,500
St. Paul	2,000	8,500	700
Fort Worth	400	1,900	
Milwaukee	400	300	
Denver	1,000	5,000	9,000
Louisville	100	300	400
Wichita	200	1,400	200
Indianapolis	100	2,500	200
Pittsburgh	100	500	300
Cincinnati	200	2,500	1,400
Buffalo	100	1,400	
Cleveland	200	1,400	
Nashville	200	500	

MONDAY, JUNE 12, 1932.

Chicago	13,000	30,000	8,000
Kansas City	10,000	9,000	8,000
Omaha	6,500	13,000	6,000
St. Louis	3,000	10,000	5,000
St. Joseph	1,000	8,000	3,000
St. Paul	2,500	8,500	1,500
Fort Worth	3,000	5,500	500
Milwaukee	1,200	1,200	11,000
Pittsburgh	500	1,400	100
Cincinnati	1,900	5,400	13,700
Louisville	800	1,000	3,500
Wichita	1,000	3,100	600
Indianapolis	900	6,000	700
Pittsburgh	600	1,800	2,000
Cincinnati	1,500	3,500	5,000
Buffalo	1,600	4,500	2,500
Cleveland	1,000	3,000	2,000
Nashville	300	300	2,500

TUESDAY, JUNE 14, 1932.

Chicago	7,000	19,000	8,000
Kansas City	4,000	6,000	7,000
Omaha	5,500	11,500	9,500
St. Louis	3,500	11,000	7,000
St. Joseph	1,300	4,500	2,500
St. Paul	2,000	5,500	1,500
Fort Worth	2,000	6,500	500
Milwaukee	500	800	7,500
Denver	500	1,800	200
Louisville	500	2,400	14,000
Wichita	600	2,800	600
Indianapolis	1,800	7,000	1,300
Pittsburgh	500	500	300
Cincinnati	500	4,100	7,000
Buffalo	100	600	900
Cleveland	200	2,500	800
Nashville	100	200	2,000

WEDNESDAY, JUNE 15, 1932.

Chicago	6,000	17,000	9,000
Kansas City	4,500	7,000	11,000
Omaha	6,000	12,000	8,000
St. Louis	2,000	8,000	3,000
St. Joseph	1,800	5,500	3,000
St. Paul	2,000	5,000	500
Fort Worth	2,000	300	17,000
Milwaukee	500	1,100	400
Denver	500	1,800	2,300
Louisville	100	500	3,000
Wichita	400	500	200
Indianapolis	700	5,000	1,200
Pittsburgh	1,100	3,300	800
Cincinnati	400	700	500
Buffalo	400	700	500
Cleveland	300	1,300	500
Nashville	100	200	2,000

THURSDAY, JUNE 16, 1932.

Chicago	5,000	18,000	14,000
Kansas City	2,500	8,000	8,000
Omaha	3,200	10,500	7,500
St. Louis	2,000	10,000	5,000
St. Joseph	900	6,500	3,000
St. Paul	1,200	4,000	500
Fort Worth	1,200	5,000	1,000
Milwaukee	1,800	400	8,000
Denver	500	2,500	4,000
Louisville	100	900	2,500
Wichita	400	1,800	800
Indianapolis	900	4,000	1,800
Pittsburgh	200	1,000	800
Cincinnati	1,800	5,000	3,000
Buffalo	300	1,800	1,200
Cleveland	200	800	500
Nashville	100	300	2,000

FRIDAY, JUNE 17, 1932.

Chicago	1,000	15,000	11,000
Kansas City	900	3,000	8,000
Omaha	800	8,000	2,500
St. Louis	1,000	8,000	3,000
St. Joseph	500	4,000	3,000
St. Paul	500	3,500	500
Fort Worth	1,800	8,500	1,000
Milwaukee	500	900	8,000
Denver	2,800	1,200	8,700
Louisville	200	700	3,000
Wichita	600	1,400	100
Indianapolis	400	6,000	1,000
Pittsburgh	1,800	1,800	1,000
Cincinnati	700	4,900	3,000
Buffalo	400	2,600	1,600
Cleveland	100	400	400
Nashville	100	200	2,000

# Chicago Section

J. H. Brown, one of the big cattle feeders of Lake county, Ind., was a visitor in the Chicago Yards this week.

John W. Rath, president of the Rath Packing Co., Waterloo, Ia., was a business visitor to the city this week.

Clarence Keehn, vice president, Kingan & Company, Indianapolis, Ind., made a business trip to Chicago this week.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 14,236 cattle, 5,163 calves, 16,884 hogs, 12,130 sheep.

George A. Wood, 70, retired commission man, identified for many years with the livestock industry in the Chicago yards, died Sunday at his home in the Gladstone hotel. Funeral services were held Tuesday.

William A. Muir, 45, of 7349 Perry ave., Chicago, an ex-service man and foreman of the dry rendering department of Wilson & Co., died last week at the Edward Hines Jr. Memorial Hospital, following an operation.

Provision shipments from Chicago for the week ended June 11, 1932, with comparisons, were as follows:

	5-days	Previous	Same
	June 11.	week.	week. '31.
Cured meats, lbs....	17,194,000	13,126,000	26,122,000
Fresh meats, lbs....	37,776,000	35,888,000	41,703,000
Lard, lbs. ....	4,267,000	3,997,000	6,279,000

Sidney Blake and daughter of Sydney, Australia, who have been guests of F. W. Zunker, Bette & Zunker, Chicago, left Friday for Seattle on their return to Sydney. Mr. Blake is connected with the firm of Silvester Bros., at Sydney.

Oscar G. Mayer, president of Oscar Mayer & Co., chaperoned his two young sons at the sensational night session of the Republican National Convention on Wednesday evening, giving them an early idea of the perils of politics. Mr. Mayer is a firm believer in education.

A. L. Eberhart, general manager of the Jacob Dold Packing Co., Wichita, Kas., was in Chicago this week with Mrs. Eberhart to attend the commencement exercises at Northwestern University, where his daughter, Miss May Eberhart, graduated as a member of the class of '32.

Members of the New York Yankees baseball team, and "Buck" O'Neal, New York Evening Journal sports writer, were guests at the Armour and Company plant on Thursday. The party

was taken for a tour of the plant and they were luncheon guests of the company.

Among the delegates to the Republican National Convention in Chicago this week was Edward Fetterly, of Union Hill, N. J., who was a member of the New Jersey delegation. Mr. Fetterly is remembered in the industry as a Swift sales executive for many years before he entered the business of manufacturing pharmaceutical products from animal glands, an enterprise in which he has been very successful, as well as doing a distinct service to the medical world.

## INDIANA PACKER DIES.

Frank J. Parrot, 55 years old, president of the Parrot Packing Company, Fort Wayne, Ind., died Sunday night, June 12, at his residence at 416 Madison street at the age of 55 years. Born in Fort Wayne, Mr. Parrot attended school until the age of 14, when he started his apprenticeship in the meat business of Geo. Roux, a pioneer butcher. After several years he established a market of his own and continued its operation until his death. In 1923 he organized the Parrot Packing Co., primarily to supply product for his retail market. He is survived by his widow, Catherine Parrot, and four sons, Joseph W., Edward F., Charles H., and Lawrence H. Parrot, all of Fort Wayne.

## WORLD MEAT COMPETITION.

(Continued from page 20.)

land are not named in the Montreal message. Independent information is that the largest and most important of them, well-known to American exporters, is not represented, nor is the chief provision body of the Midlands, or the Scottish associations.

American meat men who desire to follow intelligently Great Britain's new move towards protection for British-grown and British-made products will be interested in knowing that it was reported recently that there are 30 committees of farmer representatives and meat men actively considering the proposals to regulate imported meats and bacon.

Sir John Gilmour, British Minister of Agriculture, who will be at Ottawa, is known to be a high protectionist in

favor of the immediate restoration of British agriculture by means of tariffs, and unsolicited plans alleged to be for the benefit of the English and Scottish farmers, framed by their competitors in the Dominions or elsewhere, are likely to get scant sympathy from him.

## New Abattoirs for England.

The president of the British Board of Trade, Walter Runciman, a former protagonist of free trade, has clearly stated several times that no scheme for tariffs on foodstuffs would be put into operation, even tentatively, until after November 15 next, but that the forty British colonies (as apart from the six larger self-governing Dominions) would be automatically granted any preference conceded to any country.

In England there have been many suggestions lately for increasing the number of slaughtering plants. One has been proposed north of London with a capacity for half a million head of cattle a year. The location, which is reported to be under government consideration, was chosen because it is central, near the huge consuming center of London, and because it is planned to divert a part of the Irish live cattle imports to London, rather than continue to concentrate them at Birkenhead.

An official of the British Department of Agriculture, speaking recently to a Welsh audience of farmers, stated his opinion that centralized slaughtering plants would shortly be erected in the United Kingdom.

In the bacon field the National Pig Council has for five years persistently stated that with reasonable protection from both foreign and colonial bacon imports the British farmer could easily produce 80 per cent of all requirements. Until 25 years ago the cottage producer of one or two pigs a year formed a source of bacon supply of an importance that only those knowing rural and suburban England can quite realize.

## Bacon Production in Britain.

The Chancellor of the Exchequer has withdrawn his proposal to tax imported corn, chiefly from Argentina. It was done at the urging of farmers and feeders in the interests of home-grown beef and bacon, though he sacrificed an anticipated income of \$15,000,000 a year in withdrawing. The fact is given only as an indication of "the way the wind blows."

As to bacon factories, a leading Cirencester packer specializing in the dry-cured, non-pumped product that, cut as Wiltshire sides, is also given the specific "Wiltshire cure," has pointed out to the Gloucester Chamber of Agriculture that owing to short supplies of pigs in the United Kingdom, the exist-

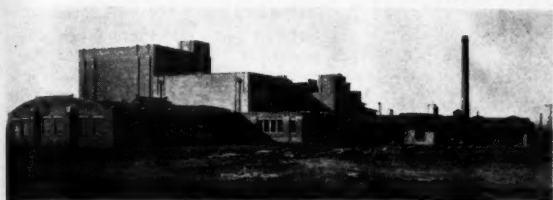


## PACKERS COMMISSION CO.

### SPECIALIZING IN DRESSED HOGS FROM THE HOG BELT

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Packing Plant

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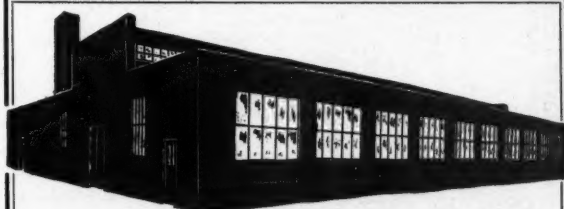
Chicago, Ill.

## F. C. ROGERS, INC.

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**PROVISION  
BROKER**

Member of New York Produce Exchange  
and Philadelphia Commercial Exchange



**Have Your Meat Plant Equipment  
Built in This Modern Shop**

**J. W. HUBBARD CO.**

718-732 W. 50th St., Chicago

When You Think of Equipment, Think of Hubbard

ing bacon-curing factories have not worked more than 46 per cent of their capacity since the world war ended. There is an opportunity here both for expansion and the reduction of costs.

Denmark is still an interesting "side show" in any bacon importing plans for Great Britain, with or without tariffs, or their possible accompaniment of quotas. It is the opinion of British importers that the Danish trade could absorb a tariff up to one penny a pound (the Australian-Montreal proposal would impose three-farthings on bacon) even at the present low price levels as against Canadian supplies, on a basis of combined quantity and quality.

In addition, while Canada is highly protectionist, Denmark, being a free trade country, could offer Great Britain the most in reciprocal agreements that English government spokesmen have declared repeatedly to be one of the main aims of the new protective measures, whether with Empire or foreign countries.

### Denmark Still a Figure.

In this respect the recent organized "drive" of Danish merchants at the British Industries Fairs at London and Birmingham—they were the second most important group of buyers—made a good impression in England. It is now announced that a large British fair, under government auspices, similar to that held fifteen months ago at Buenos Aires, Argentina, is to be held at Copenhagen in September.

It is interesting that the only British industrial fairs of the kind to be organized outside England are in the chief beef and bacon producing countries from which England imports.

These are some of the competitive conditions now sharply being brought before Canadian meat packers and livestock producers.

A brief for bacon has been prepared for the guidance of the Dominion Minister of Agriculture at the Conference. An extensive program is being prepared likely to require six or seven weeks' deliberation by delegations numbering, with advisory experts and assistants, nearly a thousand people.

### Canadian Bacon Exports Increase.

The Canadian Government has also under consideration the formation of a marketing board for the regulation and extension of meat and other livestock product sales.

Canadian bacon exports to Great Britain have increased considerably in the past two months and are now running about 2,000,000 lbs. a month, though indications are for a slight drop in hog supplies.

Some interest is being shown in the possibility of the United Kingdom adopting a quota system for bacon as they have for wheat. That for wheat was based on the average supply for the past three years. If the same base is taken for bacon, Canada would be in rather a poor plight, as for the past three years the average supply has not equalled two or three per cent of the total British imports.

But all these things still have to be discussed. And there have been conferences before—national, international and imperial. There is still room in the world, as the free listing of corn in England proves, for good, luscious, corn-fed breakfast rashers, and nowhere can they be better produced than in that

section of the United States known as the Corn Belt.

ERNEST B. ROBERTS.

### NEW INDIANA MEAT PLANT.

McDonald Provision Company, Inc., has opened a plant and store at 1916 South Calhoun st., Fort Wayne, Ind. The new company will manufacture and distribute meat products.

### EASTERN PACKER EXPANDS.

John Peters, meat packer, Williamsport, Pa., recently completed and placed in operation a meat distributing and ice manufacturing plant in Danville, Pa. The building is approximately 60 by 90 ft. Refrigerating machinery was furnished by the York Ice Machinery Co., York, Pa., and the refrigerating equipment by John R. Livezey, Philadelphia, Pa. No slaughtering or meat processing will be done at this new plant, which is a branch house.

### 50 YEAR VETERAN DIES.

John Schilling, holder of a 50-year service medal of the Institute of American Meat Packers, awarded him four years ago, died in Fort Worth, Texas, on Thursday, June 9, 1932, at the age of 75. He had been ill only about a week. Schilling was for 23 years superintendent of the provision and sausage department of the Fort Worth Packing Co., going to the Blue Bonnet Packing Co. about a year ago. He is survived by his wife, two daughters, two sons and two grandsons. Interment was in Rose Hill Cemetery, Fort Worth.

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading Thursday,  
June 16, 1932.

### REGULAR HAMS.

Green. Sweet Pickled.

Standard. Standard. Fancy.

8-10	8 1/4	9 1/4	10 1/4
10-12	8 1/2	9 1/2	10 1/2
12-14	7 1/2	8 1/2	9 1/2
14-16	7 1/4	8 1/4	9 1/4
10-16 range	7 1/4	8 1/4	9 1/4

### BOILING HAMS.

Green. Sweet Pickled.

Standard. Standard. Fancy.

16-18	8 1/4	9 1/4	10 1/4
18-20	8 1/2	9 1/2	10 1/2
20-22	8 1/4	9 1/4	10 1/4
16-22 range	8 1/4	9 1/4	10 1/4

### SKINNED HAMS.

Green. Sweet Pickled.

Standard. Standard. Fancy.

10-12	9 1/4	9 1/4	10 1/4
12-14	9	9 1/4	10 1/4
14-16	9	9 1/4	10 1/4
16-18	9	9 1/4	10 1/4
18-20	9	9 1/4	10 1/4
20-22	8 1/4	9 1/4	10 1/4
22-24	7 1/2	8 1/4	9 1/4
24-26	7 1/4	8 1/4	9 1/4
26-28	7 1/4	8 1/4	9 1/4
28-30	7 1/4	8 1/4	9 1/4
30-35	6	7 1/4	8 1/4

### PIONICS.

Green. Sweet Pickled.

Standard. Standard. Sh. Shank.

4-6	5 1/4	5 1/4	6 1/4
6-8	5 1/2	5 1/2	6 1/2
8-10	5 1/2	5 1/2	6 1/2
10-12	5 1/4	5 1/4	6 1/4
12-14	4 1/4	4 1/4	5 1/4

### BELLIES.

Green. Cured.

Sq. Sdls. S.P. Dry Cured.

6-8	7 1/4	7 1/4	7 1/4
8-10	7 1/2	7 1/2	7 1/2
10-12	6 1/4	6 1/4	7 1/4
12-14	5 1/4	5 1/4	6 1/4
14-16	5 1/4	5 1/4	6 1/4
16-18	5	5 1/4	6 1/4

### D. S. BELLIES.

Clear. Rib.

Standard. Fancy.

14-16	4 1/4	4 1/4	4 1/4
16-18	4 1/2	4 1/2	4 1/2
18-20	4 1/2	4 1/2	4 1/2
20-25	4 1/4	4 1/4	4 1/4
25-30	4 1/4	4 1/4	4 1/4
30-35	4 1/4	4 1/4	4 1/4
35-40	4 1/4	4 1/4	4 1/4
40-50	4 1/4	4 1/4	4 1/4
50-60	4 1/4	4 1/4	4 1/4

### D. S. FAT BACKS.

Standard. Export Trim.

8-10	3 1/4	3 1/4
10-12	3 1/2	3 1/2
12-14	3 1/2	3 1/2
14-16	3 1/2	3 1/2
16-18	3 1/2	3 1/2
18-20	4 1/4	4 1/4
20-25	4 1/4	4 1/4

### OTHER D. S. MEATS.

Extra short clears	35-45	4 1/4 n
Extra short ribs	35-45	4 1/4 n
Regular plates	6-8	3 1/4
Clear plates	4-6	3 1/4
Jowl butts		2 1/2
Green square jowls		3 1/4
Green rough jowls		3

## FUTURE PRICES.

SATURDAY, JUNE 11, 1932.

Open. High. Low. Close.

LARD—

July ... 4.00 4.00 3.95 3.95

Sept. ... 4.07 4.10 4.05 4.05

Oct. ... 4.02 4.07 4.02 4.10ax

Jan. ... 4.02 4.07 4.02 4.02 1/2 ax

CLEAR BELLIES—

July ... 4.07 4.07 4.07 4.07 1/2

Sept. ... 4.30 4.30 4.30 4.30n

MONDAY, JUNE 13, 1932.

LARD—

July ... 3.90 3.90 3.90 3.90ax

Sept. ... 4.00 4.00 4.00 4.00ax

Oct. ... 4.07 4.07 4.07 4.02 1/2 ax

Jan. ... 3.95 3.95 3.95 3.95ax

CLEAR BELLIES—

July ... 4.12 4.12 4.12 4.12 1/2 b

Sept. ... 4.32 4.32 4.32 4.32 1/2 b

TUESDAY, JUNE 14, 1932.

LARD—

July ... 3.90 3.90 3.87 3.87 1/2 ax

Sept. ... 4.00 4.00 3.97 3.97 1/2 ax

Oct. ... 3.97 4.00 3.97 4.00

Jan. ... 3.90 3.90 3.90 3.90b

CLEAR BELLIES—

July ... 4.17 4.20 4.17 4.20

Sept. ... 4.37 4.37 4.35 4.37 1/2

WEDNESDAY, JUNE 15, 1932.

LARD—

July ... 3.90 3.92 3.90 3.92 1/2

Sept. ... 4.00 4.02 4.00 4.02 1/2

Oct. ... 3.96 4.05 3.95 4.05b

Jan. ... 3.96 3.96 3.95 3.95b

CLEAR BELLIES—

July ... 4.17 4.20 4.17 4.20

Sept. ... 4.37 4.37 4.35 4.37 1/2

THURSDAY, JUNE 16, 1932.

LARD—

July ... 3.90 3.92 3.90 3.92 1/2 ax

Sept. ... 4.00 4.02 4.00 4.02 1/2 ax

Oct. ... 4.05 4.05 4.05 4.05b

Jan. ... 3.95 3.95 3.95 3.95b

CLEAR BELLIES—

July ... 4.25 4.25 4.25 4.25ax

Sept. ... 4.37 4.37 4.37 4.37 1/2

FRIDAY, JUNE 17, 1932.

LARD—

July ... 4.00 4.00 3.97 4.00b

Sept. ... 4.05 4.07 4.07 4.07b

Oct. ... 4.10 4.15 4.10 4.10b

Jan. ... 4.05 4.05 4.00 4.00ax

CLEAR BELLIES—

July ... 4.45 4.45 4.45 4.45

Sept. ... 4.45 4.45 4.45 4.45

Key: ax, asked; b, bid; n, nominal; —, split.

## WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse  
workers watch the classified pages of  
THE NATIONAL PROVISIONER.

## ANIMAL OILS.

Prime edible lard oil	@ 8
Headlight burning oil	@ 7 1/4
Prime winterstrained	@ 7
Extra winterstrained	@ 6 1/4
Extra lard oil	@ 6 1/4
Extra No. 1	@ 5 1/2
No. 1 lard oil	@ 5 1/2
No. 2 lard oil	@ 5 1/4
Acidless tallow oil	@ 5 1/4
20° C. T. neatfoot oil	@ 12 1/4
Pure neatfoot	@ 7 1/2
Special neatfoot	@ 6 1/4
Extra neatfoot	@ 6 1/4
No. 1 neatfoot	@ 6

Oil weighs 7 1/4 lbs. per gallon. Barrels contain  
about 50 gals. each. Prices are for oil in barrels.

## COOPERAGE.

Ash pork barrels, black iron hoops	\$.132 1/2 @ 1.35
Oak pork barrels, black iron hoops	1.37 1/2 @ 1.40
Ash pork barrels, galv. iron hoops	1.47 1/2 @ 1.50
White oak ham tierces	2.10 @ 2.12 1/2
Red oak lard tierces	1.75 @ 1.77 1/2
White oak lard tierces	1.85 @ 1.87 1/2

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal  
ports of the United States during  
the week ended June 11, 1932:

HAMS AND SHOULDERS, INCLUDING  
WILTSHIRES.

	Week ended—	Jan. 1 to	June 11, 1932	June 13, 1932	June 4, 1932
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	634	1,270	1,295	24,096	
To Belgium				127	
United Kingdom	600	1,190	1,194	20,094	
Other Europe	7			61	
Cuba		73	94	1,712	
Other countries	18	7	7	1,490	

## BACON INCLUDING CUMBERLANDS.

Total	552	550	445	8,220
To Germany	408	368	353	4,105
United Kingdom	50	48	13	629
Other Europe	94	75	67	2,710
Cuba	3	61	7	506

## PICKLED PORK.

Total	198	100	100	6,500
To United Kingdom	47	28		497
Other Europe				280
Canada	79	5	8	1,212
Other countries	72	67	92	4,509

## LARD.

Total	6,843	6,796	9,989	253,321
To Germany	1,292	555	3,250	67,663
Netherlands	452	56	404	16,245
United Kingdom	4,156	5,168	4,933	118,404
Other Europe	645	183	268	10,669
Cuba	256	738	570	14,715
Other countries	339	95	564	28,551

## TOTAL EXPORTS BY PORTS.

Week ended June 11, 1932.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Pork, M lbs.	Lard, M lbs.
Total	634	552	198	6,843
Boston			1	
Detroit	531	177	78	1,140
Port Huron			78	1,150
Key West			67	30
New Orleans	25	20	11	306
New York	78	288		3,304
Philadelphia				6
Baltimore				710

## DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.
Exported to:		
United Kingdom (total)		315
Liverpool		224
London		130
Manchester		7
Glasgow		57
Other United Kingdom		6

	Lard, M lbs.
Exported to:	
Germany (total)	1,230
Hamburg	1,230
Others	6

\*Corrected to April 30, 1932.

## CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of soda, 1 c. l. Chicago	10 1/4	
Salt, 25 bbl. lots, f.o.b. N. Y.		5 1/2
Dbl. reduced granulated	6 1/4	
Small crystals	7 1/4	
Medium crystals	7 1/2	
Large crystals	8 1/4	
Bbl. reft. gran. nitrate of soda	3	1 1/2
Less than 25 bbl. lots, 1/2 c. more.		

Salt—	
Granulated, carlots, per ton, f.o.b. Chi-	
ago, bulk	\$4.00
Medium, carlots, per ton, f.o.b. Chicago,	
bulk	\$2.50
Rock, carlots, per ton, f.o.b. Chicago	\$2.75

Raw sugar, 96 basis, f.o.b. New Or-	
leans	\$3.45
Second sugar, 90 basis	
Syrup testing, 65 to 65 combined su-	
crose and invert, New York	\$2.38
Standard gran. f.o.b. refiners (2%)	\$2.90
Packers' curing sugar, 100 lb. bags,	
f.o.b. Reserve, La., less 2%	\$2.95
Packers' curing sugar, 250 lb. bags,	
f.o.b. Reserve, La., less 2%	\$2.95

## SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	6	12
Cinnamon	12	12
Cloves	15	20
Coriander	7	10
Ginger	45	10
Mace, Banda	14	14
Nutmeg	11 1/2	14
Pepper, black	11 1/2	14
Pepper, Cayenne	12	14
Pepper, red	12	14
Pepper, white	12	14

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers—	Week ended June 14, 1932.	Cor. week, 1931.
400-600.....	13 @ 13 1/4	12 @ 12 1/4
600-800.....	12 1/2 @ 13 1/4	13 1/2 @ 14 1/4
800-1000.....	12 @ 12 1/4	13 @ 13 1/4
Good native steers—		
400-600.....	11 1/4 @ 12 1/2	13 1/2 @ 14 1/4
600-800.....	11 1/4 @ 12 1/2	12 @ 13
800-1000.....	11 1/4 @ 12 1/2	
Medium steers—		
400-600.....	10 1/4 @ 11 1/2	12 1/2 @ 13
600-800.....	10 1/4 @ 11 1/2	11 1/2 @ 12 1/4
800-1000.....	10 1/4 @ 11 1/2	11 1/2 @ 12 1/4
Halfers, good, 400-600.....	10 1/4 @ 11 1/2	10 1/4 @ 11 1/2
Cow, 400-600.....	7 @ 8 1/2	8 @ 10 1/4
Hard quarters, choice.....	@ 15 1/4	@ 22 1/2
Fine quarters, choice.....	@ 8 1/2	@ 10

## Beef Cuts.

Steer loins, prime.....	@ 29	@ 32
Steer loins, No. 1.....	@ 28	@ 31
Steer loins, No. 2.....	@ 23	@ 25
Steer short loins, prime.....	@ 40	@ 42
Steer short loins, No. 1.....	@ 39	@ 42
Steer short loins, No. 2.....	@ 39	@ 42
Steer loin ends (hips).....	@ 19	@ 20
Steer loin ends, No. 2.....	@ 18	@ 20
Ow loins.....	@ 17	@ 18 1/2
Ow short loins.....	@ 20	@ 20
Ow loin ends (hips).....	@ 14	@ 14
Steer ribs, prime.....	@ 17	@ 18 1/2
Steer ribs, No. 1.....	@ 16	@ 16
Steer ribs, No. 2.....	@ 15	@ 15
Cow ribs, No. 2.....	@ 11	@ 11
Ow ribs, No. 3.....	@ 10	@ 10 1/2
Steer rounds, prime.....	@ 13 1/2	@ 14
Steer rounds, No. 1.....	@ 12 1/2	@ 13 1/2
Steer rounds, No. 2.....	@ 12 1/2	@ 13 1/2
Steer chucks, prime.....	@ 9 1/2	@ 9 1/2
Steer chucks, No. 1.....	@ 8 1/2	@ 8 1/2
Ow rounds.....	@ 10 1/4	@ 10 1/4
Cow chucks.....	@ 6 1/2	@ 6 1/2
Steer plates.....	@ 5 1/2	@ 5 1/2
Briskets, No. 1.....	@ 11	@ 11 1/2
Steer navel ends.....	@ 2 1/2	@ 2 1/2
Cow navel ends.....	@ 2 1/2	@ 2 1/2
Fore shanks.....	@ 6	@ 6
Hind shanks.....	@ 4	@ 4
Strip loins, No. 1, bbls.....	@ 43	@ 43
Strip loins, No. 2.....	@ 25	@ 25
Steer butt, No. 1.....	@ 17	@ 17
Beef tenderloins, No. 1.....	@ 60	@ 60
Beef tenderloins, No. 2.....	@ 50	@ 50
Ham butts.....	@ 16	@ 16
Pork steaks.....	@ 14	@ 14
Shoulder clods.....	@ 9	@ 9
Hanging tenderloins.....	@ 8	@ 8
Loins, green, 6@8 lbs.....	@ 14	@ 14
Outsides, green, 5@6 lbs.....	@ 7 1/2	@ 7 1/2
Knuckles, green, 5@6 lbs.....	@ 9	@ 9

## Beef Products.

Brains (per lb.).....	@ 5	@ 8
Hearts.....	@ 3 1/2	@ 6
Tongues.....	@ 14	@ 25
Sweetbreads.....	@ 16	@ 18
Ox-tail, per lb.....	@ 5	@ 6
Fresh tripe, plain.....	@ 4	@ 6
Fresh tripe, H. C.....	@ 8	@ 8
Livers.....	@ 12	@ 12
Kidneys, per lb.....	@ 11	@ 9

## Veal.

Choice carcass.....	10 @ 11	12 @ 15
Good carcass.....	8 @ 9	16 @ 20
Good saddles.....	10 @ 14	7 @ 10
Good racks.....	7 @ 9	7 @ 10
Medium racks.....	5 @ 6	7 @ 6

## Veal Products.

Brains, each.....	@ 5	@ 8
Sweetbreads.....	@ 45	@ 45
Calf livers.....	@ 40	@ 45

## Lamb.

Choice lamb.....	@ 17	@ 19
Medium lamb.....	@ 15	@ 15
Choice saddles.....	@ 20	@ 24
Medium saddles.....	@ 18	@ 22
Choice foresh.....	@ 14	@ 14
Medium foresh.....	@ 12	@ 10
Lamb legs.....	@ 20	@ 20
Lamb tongues, per lb.....	@ 10	@ 10
Lamb kidneys, per lb.....	@ 20	@ 25

## Mutton.

Heavy sheep.....	@ 3 1/2	@ 3
Light sheep.....	@ 6	@ 6
Heavy saddles.....	@ 5	@ 4
Light saddles.....	@ 8	@ 8
Heavy foresh.....	@ 2	@ 2
Light foresh.....	@ 6	@ 4
Mutton legs.....	@ 12	@ 10
Mutton loins.....	@ 7	@ 8
Mutton stew.....	@ 3	@ 3
Sheep tongues, per lb.....	@ 10	@ 10
Sheep heads, each.....	@ 8	@ 10

## Fresh Pork, Etc.

Pork loins, 5@10 lbs. av.....	@ 10	@ 18
Picnic shoulders.....	@ 6	@ 10
Skinned shoulders.....	@ 6	@ 9 1/4
Tenderloins.....	@ 25	@ 40
Spare ribs.....	@ 4 1/2	@ 7
Back fat.....	@ 5	@ 9
Boston butts.....	@ 7 1/2	@ 12
Boneless butts, cellar trim, 2@4.....	@ 10	@ 17
Hocks.....	@ 5	@ 8
Tails.....	@ 5	@ 8
Neck bones.....	@ 2	@ 3
Slip bones.....	@ 9	@ 10
Blade bones.....	@ 3	@ 4
Pigs' feet.....	@ 3	@ 4
Kidneys, per lb.....	@ 5	@ 7
Livers.....	@ 2 1/2	@ 5 1/4
Brains.....	@ 5	@ 10
Ears.....	@ 5	@ 5
Snouts.....	@ 5	@ 7
Heads.....	@ 5	@ 8

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	@ 17 1/2
Country style sausage, fresh in link.....	@ 11 1/2
Country style sausage, fresh in bulk.....	@ 9 1/2
Country style pork sausage, smoked.....	@ 13 1/2
Frankfurts in sheep casings.....	@ 15 1/2
Frankfurts in hog casings.....	@ 14 1/2
Bologna in beef bungs, choice.....	@ 12
Bologna in beef middles, choice.....	@ 12 1/2
Liver sausage in beef rounds.....	@ 10 1/2
Smoked liver sausage in hog bungs.....	@ 17 1/2
Liver sausage in hog bungs.....	@ 13 1/2
Head cheese.....	@ 11 1/2
New England luncheon specialty.....	@ 15 1/2
Mixed luncheon specialty, choice.....	@ 13 1/2
Tongue sausage.....	@ 17
Blood sausage.....	@ 13
Souse.....	@ 17
Polish sausage.....	@ 12 1/2

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@ 36
Thuringer cervelat.....	@ 15
Farmer.....	@ 22
Holsteiner.....	@ 20
Pork cheek meat.....	@ 35
Milano salami, choice, in hog bungs.....	@ 31
B. C. salami, new condition.....	@ 15
Frises, choice in hog middles.....	@ 26
Genoa style salami.....	@ 37
Pepperoni.....	@ 24
Mortadella, new condition.....	@ 21
Capicola.....	@ 33
Italian style hams.....	@ 30
Virginia hams.....	@ 31

## SAUSAGE MATERIALS.

Regular pork trimmings.....	2 1/2 @ 3
Special lean pork trimmings.....	4 @ 4 1/2
Extra lean pork trimmings.....	5 @ 5 1/2
Neck bone trimmings.....	3 1/4 @ 4
Pork cheek meat.....	3 1/4 @ 4
Pork hearts.....	2 @ 2 1/2
Pork livers.....	1 1/2 @ 2
Native boneless bull meat (heavy).....	@ 8 1/2
Boneless chucks.....	@ 5 1/2
Shank meat.....	@ 5
Beef trimmings.....	@ 4 1/2
Beef cheeks (trimmed).....	@ 4
Dressed canners, 350 lbs. and up.....	@ 4 1/2
Dressed cutter cobs, 400 lbs. and up.....	@ 5
D. bologna bulls, 600 lbs. and up.....	@ 5
Beef tripe.....	@ 7
Pork tongues, canner trim S. P.....	4 1/2 @ 5

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Prices quoted in cents of sausage.)

Beef casings:	
Domestic rounds, 180 pack.....	20
Domestic rounds, 140 pack.....	32
Export rounds, wide.....	43
Export rounds, medium.....	31
Export rounds, narrow.....	33
No. 1 weasands.....	13
No. 2 weasands.....	14
No. 1 bungs.....	16
No. 2 bungs.....	10
Middles, regular.....	30
Middles, select, 2 1/2 in. diameter.....	1.35
Middles, select, extra wide, 2 1/2 in. and over.....	2.25
Dried bladders:	
12-15 in. wide flat.....	1.85
8-10 in. wide, flat.....	.90
Small prime bungs.....	.70
6-8 in. wide, flat.....	.40 and .45

Hog casings:	
Narrow, per 100 yds.....	2.45
Narrow, special, per 100 yds.....	1.60
Medium, regular.....	.90
Wide, per 100 yds.....	.50
Extra wide, per 100 yds.....	.70
Export bungs.....	.30
Large prime bungs.....	.12
Medium prime bungs.....	.10 1/2 to .11 1/2
Small prime bungs.....	.7 to .8
Middles, per set.....	.20
Stomachs.....	.12

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$4.60
Large tins, 1 to crate.....	5.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	5.00
Large tins, 1 to crate.....	6.00
Smoked link sausage in hog casings—	
Small tins, 2 to crate.....	4.25
Large tins, 1 to crate.....	5.25

## DRY SALT MEATS.

Extra short clears.....	@ 4 1/4
Extra short ribs.....	@ 4 1/4
Short clear middles, 60-lb. av.....	@ 6
Clear bellies, 18@20 lbs.....	@ 4 1/2
Clear bellies, 14@16 lbs.....	@ 4 1/2
Rib bellies, 20@25 lbs.....	@ 4 1/2
Rib bellies, 25@30 lbs.....	@ 4 1/2
Fat backs, 10@12 lbs.....	@ 3 1/4
Fat backs, 14@16 lbs.....	@ 3 1/4
Regular plates.....	@ 3 1/4
Butts.....	@ 2 1/2

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	@ 13 1/2
Fancy skd. hams, 14@16 lbs.....	@ 14 1/2
Standard reg. hams, 14@16 lbs.....	@ 12
Piconics, 4@5 lbs.....	@ 10
Fancy bacon, 6@8 lbs.....	@ 15 1/2
Standard bacon, 6@8 lbs.....	@ 11 1/2
No. 1 beef ham sets, smoked.....	
Insides, 8@12 lbs.....	@ 34
Outsides, 5@9 lbs.....	@ 23
Knuckles, 5@9 lbs.....	@ 25
Cooked hams, choice, skin on, fattened.....	@ 22
Cooked hams, choice, skinless, fattened.....	@ 16
Cooked picnic, skin on, fattened.....	@ 15 1/2
Cooked picnic, skinless, fattened.....	@ 15 1/2
Cooked loin roll, smoked.....	@ 31

## BARRELED PORK AND BEEF.

Mess pork, regular.....	\$ 14.00
Family back pork, 24 to 34 pieces.....	@ 14.00
Family back pork, 35 to 45 pieces.....	@ 13.00
Clear back pork, 40 to 50 pieces.....	@ 13.00
Clear plate pork, 25 to 35 pieces.....	@ 10.00
Brisket pork.....	@ 10.00
H-an pork.....	@ 10.00
Plate beef.....	@ 12.00
Extra plate beef, 200 lb. bbls.....	@ 13.00

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$12.00
Honeycomb tripe, 200-lb. bbl.....	15.00
Pocket honeycomb tripe, 200-lb. bbl.....	17.00
Pork feet, 200-lb. bbl.....	16.50
Pork tongues, 200-lb. bbl.....	35.00
Lamb tongues, short cut, 200-lb. bbl.....	37.00

## OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	@ 11
No. 1 1-lb. cartons, f.o.b. Chicago.....	@ 1 1/2
(30 and 60-lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@ 11

## LARD.

Prime steam, cash (Bd. Trade).....	@ 3.82 1/2
Prime steam, loose (Bd. Trade).....	@ 3.27 1/2
Kettle, rendered, tierces, f.o.b. Chgo.....	@ 5 1/2
Refined lard, tierces, f.o.b. Chgo.....	@ 4 1/2
Leaf kettle rendered, tierces, f.o.b. Chicago.....	@ 5 1/2
Neutral, in tierces, f.o.b. Chicago.....	@ 5 1/2
Compound vegetable, tierces, c.a.f.....	@ 6 1/2

## OLEO OIL AND STEARINE.

Extra oleo oil.....	5 1/4 @ 5 1/4
Prime No. 1 oleo oil.....	@ 4 1/2
Prime No. 2 oleo oil.....	@ 4
Prime No. 3 oleo oil.....	@ 3 1/2
Prime oleo stearine, edible.....	3 @ 3 1/2

## TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre.....	2 1/2 @ 2 1/2
Prime packers' tallow.....	2 1/4 @ 2 1/4
No. 1 tallow, 10% f.a.....	1 1/2 @ 2
No. 2 tallow, 40% f.a.....	1 1/4 @ 1 1/4
Choice white grease.....	2 @ 2 1/2
A-White grease.....	1 1/2 @ 2
B-White grease, max. 5% acid.....	1 1/4 @ 1 1/4
Yellow grease, 10@15%.....	1 1/4 @ 1 1/4
Brown grease, 40% f.a.....	1 @ 1 1/4

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, prompt.....	2 1/2 @ 3
White, deodorized, in bbls., f.o.b. Chgo.....	5 1/4 @ 5 1/4
Yellow, deodorized.....	5 1/4 @ 5 1/4
Soap stock, 50% f.a., f.o.b.....	@ 4 1/2
Corn oil, in tanks, f.o.b. mills.....	2 1/2 @ 2 1/2
Soya bean oil, f.o.b. mills.....	@ 2 1/2
Cocconut oil, seller's tanks, f.o.b. coast.....	@ 3
Refined in bbls., f.o.b. Chicago.....	6 1/4 @ 7



# Retail Section

## How Do You Sell Meat?

### Selling Satisfaction Is One Way to Greater Profits

By K. F. Warner.\*

Methods of retailing meat are of current and continuous importance, not only to the retail meat dealer and his family, but also to those who raised, dressed and distributed the meat.

A retailer meat dealer is a merchant. Like all retail merchants, he may use one of two selling methods:

1.—Charging all the traffic will bear in the hope that new customers will replace any who don't like his goods, his service or his prices.

2.—Trying to satisfy the consumer, in the belief that a more permanent clientele will make up in volume and stability what it costs in frankness and margin.

#### Consumer Depends on Dealer.

Little could be added to what has already been said and proved on many occasions as to the advantages of the second method. Those who cling to the first are usually those at whose isolated markets folks have to buy, or whose locations give them access to such a volume of unsophisticated or transient trade that they can count on a steady supply of victims.

Clearly these latter shops can not be

\*Prepared for The National Provisioner by the well-known meat expert of the U. S. Department of Agriculture.

criticized for lack of shrewdness, yet they are a blot upon the industry.

In the main, however, retail meat dealers everywhere have seen the desirability of fair dealing and fair pricing and are trying to shoot square with the consumer.

#### Buying a Steak Is a Gamble.

It is with these, the forward-looking, progressive, earnest merchants that we are here interested; with the mistakes that they still make and the dissatisfaction that unintentionally and often times unknowingly they cause consumers of their products.

Consumers as a class have never learned much about selecting meat.

One of the greatest gambles in the average person's life is the purchase of a steak. There is not one of us who has not bought one with the hope that it was tender, and the fear it wasn't.

More folks would buy meat, and buy it more frequently, if they were not so uncertain as to the outcome.

#### Selling Satisfaction with Meat.

Why housewives don't learn to select meat the way they do silk and rayon is beside the point. The fact remains that they don't—and probably never will. It, therefore, devolves upon the meat merchant to ascertain how his customer expects to prepare her purchase, and then to aid her in selecting the cut that will please.

That is more easily said than done, of course. Some women won't stand for suggestions, but the principle of fitting an article to the buyer's needs is the foundation of real selling, and it

applies to meat as well as to fountain pens and mattresses.

Any kind or cut of meat can be made into a tender, palatable, nutritious dish if it is properly prepared.

Trying to broil or fry a steak that should have been Swissed, or to over-roast a cut that should have been pot-roasted, or to pot-roast a plainer piece that should have made into a brown stew with plenty of onions and a bay leaf—this is what causes most of the trouble.

Since customers won't learn meat, it is up to the retailer to learn cooking, and then try to help as diplomatically as he can. He must sell satisfaction with his goods.

Most consumers will welcome an opportunity to buy meat with the same confidence in the seller that they enjoy when they buy clothes or automobiles or insurance.

#### Wrong Cutting Methods.

Another source of irritation for our customers is to be found in some of our retail cutting methods. In a railroad diner not long ago a friend and I sat down to dinner. I mentioned the fact that lamb chops were on the menu. My companion gave another glance at the card and then exploded:

"Yeah! Rib chops! Never eat 'em. All rib and mighty little chop. One bite and you're done. I'll take fish."

And he was right "All rib and mighty little chop."

It is the custom in cutting off the more expensive rack to leave as much of the cheap breast on it as possible. "Smart business," we have called it.

## Cutting Lamb Chops so as to Sell Satisfaction With Each Sale

In "regular cut" lamb chops the customer gets something she did not ask for and cannot enjoy. Meaty chops, with little waste, even if they cost somewhat more, make a satisfied customer and encourage her to give her steady patronage to the retailer who sells satisfaction with each purchase.



THE OLD WAY—MOSTLY BONES AND BAD WILL.

Regular cut lamb chops from a rack weighing 2 lbs. 8 oz. Here the retailer has left as much as possible of the inexpensive breast on the chops.



THE NEW WAY—MORE MEAT AND GOOD WILL.

"High test" lamb chops from the other half of the rack. In this case the breast, weighing 12 oz., has been trimmed off. The customer gets more meat and less bone.



#### TESTING MEAT QUALITY.

In the big meat study being conducted by the U. S. Department of Agriculture, in cooperation with state agricultural experiment stations, on the "quality and palatability of meat" every kind of test is given meat from livestock of known breeding and feeding. Kenneth F. Warner, who has had an active part in this experiment, is shown here testing the tenderness of steak.

But it isn't; it's dumb business. It is putting water in the gasoline and paper in the bottom of a shoe. It is making a consumer take something she doesn't want and can't use—which is no way to satisfy her or to bring her back.

#### Short Sighted Policy.

We are equally guilty in cutting many ribs of beef and loins of pork.

The long fibrous tail on a sirloin steak is an abomination to every carver who must, for manners' sake, always save that portion for his own plate. We slice round into the very heel, and chuck far into the neck. Lamb shoulders are sold with a half-pound of neck dangling on them—a portion the customer did not ask for and cannot enjoy!

Of course, a shoulder without the neck is worth more money, a rib chop with only a minor portion of the breast attached must bring a higher price, a beef rib that is mostly rib must sell for more than rib and plate combined.

Changing or adjusting market methods will require time and patience, but the principle is sound. It consists in giving the consumer what he wants without using a somewhat lower price to mask deception.

#### Consumer Will Pay for Satisfaction.

Folks pay a higher price for high test gas, and they will also pay the necessary charge for a high test chop or roast.

Boneless cuts provide another means for selling satisfaction to the meat consumer. A boneless leg of lamb will serve twice as many attractive (guest) slices as the same leg unboned. "More miles per gallon." The customer appreciates that.

A shoulder of lamb, worthy competitor of the more popular leg, is an impossible thing to carve when unboned or split open with a cleaver. Boned, cushion style, or rolled it can be carved

smoothly even with a dull knife and by an inexperienced carver.

Folks appreciate that service, too. Yet one Western butcher said: "It's too much work to bone them. Folks ask for them boned, but I tell them I don't have time, and they take something else or do without."

And he is one of the salesmen for our industry!

#### Some Attractive Cuts.

A picnic shoulder of pork boned cushion style can be stuffed with a dried apricot or sage dressing and roasted. It is delicious, easy to carve, makes a dozen attractive servings and is economical.

Top and bottom rounds, boneless rumps, tenderloins and strip loins from good cattle are beginnings that the retail meat dealers have already made to fit their cutting methods to the needs of the consumer.

And it is just a beginning. *Other businesses have left the meat trade far behind in presenting to the consumer something that he likes to buy.*

It is never wise to make predictions, but from the start meat retailers already have made and the real need for improvement, the next ten years should see some radical changes in methods of retailing meat. There will be less display of "porterhouse," "round," "rib," and "chuck," and more of "broiling steak," "Swiss steak," "oven roast," and "pot roast."

#### Methods of the Future.

Cutting methods will possess less of so-called smartness and more of real popularity. Meat dealers will concern themselves less with their own case and more with the needs of their patrons. The start has already been made, and the time is not far distant when meat merchants as a class will be on guard to see that every pound of meat that goes over their counter will be wrapped up with at least another pound of "consumer satisfaction."

Consumers will like the change, and the entire livestock and meat industry will profit by it.

#### PORK TAKES A BIG DROP.

The greatest meat drop in history was recently reported at Frankfort, Ind.—not a price drop, but a parachute drop.

The Milner Provision Company and Red Oak stores, in a special sales stimulating campaign, sponsored the dropping from an airplane of a "Clover Blossom" ham attached to a red parachute. Landing in this unique drop, the ham became the property of the finder. In addition to the ham-dropping stunt, tickets for airplane rides in the Clover Blossom plane were given with each 50 cent purchase at the Red Oak stores.

#### NEWS OF THE RETAILERS.

Otto Haider has purchased the Belster Meat Market, Burlington, N. D.

A. D. Jenneke has engaged in the retail meat business in Belview, Minn.

Reed's Market, 1503 First ave., Cedar Rapids, Ia., recently was damaged by fire.

A grocery and meat department has been added to Stillman's store, Jackson, Mich.

E. A. Johnson Co. is reported to have opened a meat market at Marquette, Mich.

Telling Grocery and Market, Deer River, Minn., was destroyed by fire recently.

A meat department has been added to the Grab-It-Here Grocery, Hoopes-ton, Ill.

Harold Operman has sold his retail meat business in Allison, Ia., to Aders & Klatt.

Peoples Cash Market opened for business recently at 16 South Saginaw st., Pontiac, Mich.

Golden State Meat Co. has engaged in business at 1301 North Pacific ave., Glendale, Calif.

Herman A. Smith has opened the Park & Shop Market at 1301 East Main st., Danville, Ill.

Thomas Lawler has purchased the William T. Larkin Market on North Main st., Taylorville, Ill.

A. K. Nedvidek, Cumberland, Wis., has sold his interest in the City Market to A. G. Thompson.

George Reaume has engaged in the meat and grocery business at 5230 Fifty-second st., Portland, Ore.

Sigurd Nelson has purchased the interest of his partner in the Community Meat Market, Blanchardville, Wis.

Joe Bakum has engaged in the retail meat business on the corner of California ave. and West Walker st., Seattle, Wash.

Frank Neumann, Davenport, Ia., has sold his meat and grocery to Harry L. Odean. The business is located at 119 Division st.

E. A. Johnson Co. has opened a meat market at corner of Bank and First st., Ishpeming, Mich. Wm. Johnson is in charge.

H. W. Janssen & Son, pioneer retail meat dealers of St. Paul, Minn., have opened a new branch store at 323 University ave.

A fire which started in the building occupied by the Peoples' Market, Superior, Ariz., recently did damage estimated at \$60,000.

## Gereke-Allen Carton Co.

17th & Chouteau Blvd.  
ST. LOUIS, MO.

Our Display Containers and  
Cartons are made to suit your  
individual requirements.

And G-A Designs have an ex-  
ceptional and outstanding sales  
appeal and attraction.

Get in touch with us

# New York Section

## AMONG RETAIL MEAT DEALERS.

The New York State Association expressed its appreciation to Chris Roessel, chairman, exhibit committee and president of the Jamaica Branch; to Frederick C. Riester, chairman, program committee and executive secretary of the Eastern District Branch, and to John J. Harrison, chairman of registration committee and business manager of Brooklyn and South Brooklyn branches, the combined and untiring efforts of whom made possible the holding of the annual convention in Brooklyn and making it one of the most successful and well attended conventions that has been held for some time.

The annual bus ride of the Ladies' Auxiliary again this year will have as its destination the Hembdt's home at Croton Lake. This will be Tuesday June 28, and the bus will leave 39th st. and 7th ave. at 9:30 a. m., 181st st. and St. Nicholas ave. at 10:00 a. m. and it is hoped that all the members will be present. Mrs. George Anselm is chairman of the bus committee and Mrs. Albert Di Matteo is chairman of luncheon committee, assisted by Mrs. F. P. Burck and Mrs. A. Werner jr.

The regular monthly meeting of Ye Olde New York branch will be held on June 21, and in order that the members may not miss the reports on the Max Schmeling-Jack Sharkey fight, arrangements have been made for radio reception after the transaction of branch business. Since important matters come up during the summer it is planned to hold meetings during the warm months.

Meat, fish and poultry seized and destroyed by the health department of the City of New York during the week ended June 11, 1932, was as follows: Meat.—Brooklyn, 5 lbs.; Manhattan, 1,761 lbs.; Bronx, 10 lbs.; Queens, 51 lbs.; total, 1,827 lbs. Fish.—Brooklyn, 1,505 lbs.; Manhattan, 75 lbs.; Bronx, 40 lbs.; Queens, 12 lbs.; total, 1,632 lbs. Poultry.—Manhattan, 17 lbs.

G. Fisher, whose brothers Chris and Henry are active in the retail meat trade, sailed with his wife on the s.s. Bremen recently. Mr. Fisher is the youngest of thirteen children, ten of whom are living.

Ladies' Auxiliary members are extending congratulations to one of its active members, Mrs. Anton Hehn, whose husband was elected president of the state association at the last convention.

R. Schumacher, member of Bronx Branch, and Mrs. Schumacher, of the Ladies' Auxiliary, celebrated their 24th wedding anniversary on June 7th by a visit to the home town in Sullivan County.

Ernst Pfister, father of Mrs. Fred Schneider, an active member of Ladies' Auxiliary, sailed on the s.s. Stuttgart this week.

Kalman Papp of Mount Vernon and Mrs. Papp of the Ladies' Auxiliary

celebrated their 12th wedding anniversary on June 16th.

Mrs. E. Ruehl of New Rochelle, a member of the Ladies' Auxiliary, celebrated a birthday on June 14th.

## RETAIL CONVENTION NOTES.

NOTE.—Proceedings of the annual convention of the New York State Retail Meat Dealers' Association were reported in the June 11 issue of THE NATIONAL PROVISIONER.

Five year old Florence Fisher, daughter of Mr. and Mrs. Henry Fisher, was awarded the de luxe Graham sedan on the last night of the state convention.

Two indefatigable workers were John Harrison and Fred Riester. Their convention day seemed to consist of 21 or 22 hours.

Congratulations are still being received by ladies' chairman Mrs. A. Werner, jr., whose program set a standard that will be hard to beat.

Mrs. William Margerum, wife of the national president, was so elated over the Sunshine Club, which was formed at the National Convention in Toledo that she talked of it at every opportunity.

Sorrow was expressed at the absence of Mrs. Frank P. Burck, who was confined to her home by illness.

Delegates Frank Kunkel and Charles Hembdt were ably assisted in representing Washington Branch at social functions by A. DiMatteo and Max Haas. Others active included Mr. and Mrs. John Hildemann, Mr. and Mrs. Theo. Meyer, Mr. and Mrs. Al. Haas, Mr. and Mrs. E. Stein, Mr. and Mrs. Joseph Stern, and Mr. and Mrs. Al. Rosen.

I. Werden, of Ye Olde New York Branch, said nothing could take Mrs. Werden away from the home of her daughter just now.

Frank Ruggerio, Bronx Branch, was complimented upon his part in the formation of the Italian Branch.

Mrs. David Van Gelder was happy that she was able to attend the luncheon at the Crescent Golf Club. Other guests were Mrs. Henry Hesterberg, Mrs. Wm. Margerum, Mrs. B. F. McCarthy, Mrs. Aaron Kaufman, Mrs. Anton Hehn and Mrs. Winnie Travers.

The Jamaica ladies, including Mrs. Fred Schneider, Mrs. Chris Roessel, Mrs. W. H. Wild, Mrs. C. Fisher, Mrs. Franz Eichler and Mrs. Geo. M. Stauder, deserve great credit for team work.

Mrs. Joseph Stern did some good work arranging for the talks at the Botanical Gardens on Wednesday.

Mrs. William Kittel was one of the many ladies who gave their cars on Wednesday for the tour.

It was a keen disappointment to Chris Stein, president Eastern District Branch, and Mrs. Stein, as well as their many friends, that they were unable to attend the convention after the first day because of the illness of Mr. Stein.

The genial personality of Mr. and Mrs. Charles Keller of Niagara Falls is felt wherever they go, and their visits are eagerly anticipated.

James O'Meara and the other delegates from Albany had one thought in mind. They will have the convention in 1933.

Joseph Rossmann made a very fine presiding officer at the open forum.

Mrs. Anton Hehn was proud of "hubby," who was elected state president.

It was good to see a Loeb once more take an active interest in the convention, this time in the person of Leon Loeb.

Was it true that Louis Goldschmidt lost his suit case? Mrs. Goldschmidt did not worry about it.

Charles Wicke and his staff were on hand at all times to give information about A. C. Wicke products.

Mrs. William Kramer and Mrs. George Anselm gave up the sightseeing trip on Wednesday to work on a committee.

Bronx delegates E. Ritzman, Fred Hirsch, Philip Gerard, William Wolf and F. Fiederlein stopped at the St. George hotel during the convention. Long way to the Bronx.

Mrs. Joseph Eschelbacher and her daughter were inseparable.

Mrs. Herman Kirschbaum and Mrs. L. Kirschbaum were glad they remained for the entire convention.

Mrs. M. Tabak and Mrs. M. Raphael enjoyed their first convention.

Mrs. Al Haas and other Eastern District ladies were complimented upon their work at the card party.

Mrs. Fred Hirsch had to divide her time between the convention and a bowling tournament.

Mr. and Mrs. Charles Hembdt brought their three daughters to the banquet.

For a while it looked as though the inseparables, Lester Kirschbaum and Arthur Kleeblatt, had come to the parting of the ways. But that was only in the evening; in the daytime they were the same old pals.

Joe Messing, Oppenheimer Casing Company, handsome and debonaire as ever, attended the banquet and spring frolic.

Teddy Meyer, Eastern District Branch, is fast gaining the title of comedian.

Al Haas was on his usual good behavior.

Mrs. Joseph Lehner of Brooklyn left an American flag bearing the Ladies' Auxiliary's name at the grave of the late President Roosevelt. Mrs. Charles Keller of Niagara Falls took a moving picture of this.

On Tuesday evening national chairman George Kramer was greeted by the "Stebbins Boys," whom he met in Toledo.

Buffalo ladies included Mrs. Al. Bedner, Mrs. Pfeiffer, Mrs. Fred Sauer, chairlady of last year, and Mrs. Weil.

Rochester delegation included the usual trio—Charles Glatz, Jacob Johnson and O. Vetter.

Mrs. Joseph Rossmann, Mrs. M. J. Smith, Mrs. Steve Kittel and Mrs. Harry Kamps had the thrill of a lifetime with the mile a minute police escort on Tuesday.



## NEW YORK NEWS NOTES.

Dr. F. W. Kurk, chemical laboratory, Wilson & Co., Chicago, visited New York for a few days during the past week.

A. E. Woollsey, produce department, Swift & Company, central office, is spending his vacation at his home in the Adirondacks.

Max Kraus, president M. Kraus & Bros., Inc., and his son Jerome are on a business trip which will include Chicago and other Western points.

W. E. Schenk, vice president in charge of sales, Columbus Packing Co., Columbus, Ohio, spent several days in New York during the past week.

C. R. Harriman, office manager, Wilson & Co., New York plant, is spending the last half of June at his home in New Rochelle and motor boating on Long Island Sound.

Fritz Groeneveld of Neidlinger & Co., Produce Exchange, New York City, is making a trip through the West which will include a visit to the plant of Cudahy Bros. Co., Cudahy, Wis., as well as to other prominent Western packers.

Visitors to New York from Armour and Company, Chicago, during the past week included president T. G. Lee, first vice president and treasurer P. L. Reed, F. S. Sanders, branch house superintendent's department, and J. J. McEnroe, pork department.

A large group of employees of Swift & Company's central office and several branch house men motored to Sag Harbor on Sunday to spend the day. Some went fishing, others golfed at the South Hampton Club, while one group went on a cruise around Shelter Island and several others combated the wild waves. O. A. Pregenzer, branch house sales department, and P. Tait, canned goods department, both from the Swift Chicago office, were guests of the New York staff.

## NO PACKING PLANT ACCIDENTS.

Twenty-six plants of member companies of the Institute of American Meat Packers operated during May without any lost-time accidents, and either retained or received Institute Safety Pennants, according to an announcement made this week by President Wm. Whitfield Woods in a bulletin to member companies. The average accident frequency rate for all the plants reporting (about a hundred) was 21 for May.

Five of the winning plants now have had the pennants for five months. These are: Abraham Brothers Packing Co., Memphis, Tenn.; Armour and Company, Milwaukee, Wis.; Interstate Packing Co., Winona, Minn.; Mutual Sausage Co., Chicago; E. W. Penley, Auburn, Maine. The remaining twenty-one plants to which pennants were awarded for May are: Abraham Brothers Packing Co., Memphis, Tenn. (Hollywood plant); Armour and Company,

Huron, So. Dak., and Sioux City, Iowa; Burns & Co., Ltd., Regina, and Winnipeg, Canada; Jacob Dold Packing Co., Buffalo, N. Y.; C. A. Durr Packing Co., Utica, N. Y.; Field Packing Co., Bowling Green, Ky., and Owensboro, Ky.; Adolf Goebel, Inc. (Merkel, Inc.), Jamaica, N. Y.; Edward Hahn, Johnstown, Penn.; Hull & Dillon Packing Co., Pittsburg, Kans.; H. H. Meyer Packing Co., Cincinnati, Ohio; John Morrell & Co., Sioux Falls, So. Dak.; Nuckolls Packing Co., Pueblo, Colo.; Phillips Genuine Sausage Co., Washington, D. C.; Stahl-Meyer, Inc. (F. A. Ferris & Co., New York, and Louis Meyer, Inc., Brooklyn; Swift Canadian Co., Ltd., Toronto, Can.; Union Meat Co., San Antonio, Tex.; Wilmington Provision Co., Wilmington, Del.

One participating member plant operated during part of January, all of February, March and April, and part of May without any lost-time accidents. During this time 976,964 man hours were worked in the plant. This is the best record that has been reported to the Institute up to the present time.

## QUALITY BUILDS NEW PLANT.

Manhattan Provision Co., who have operated a sausage manufacturing establishment at 224 East 6th st., New York City, for the past twenty years are now building a new one-story brick plant at 1560 Boone ave., Bronx, New York City, in accordance with the plans of Oscar Jaroff of New York, who is also the contractor. The building will have twelve concrete smoke houses; ice plant, modern sausage kitchen, together with cutting, shipping and sales rooms. Government inspection has already been arranged for, and it is the plan of the company to expand its business, which has been most successful in the past due largely to high quality products. Operations at the new plant will commence on or before July 1. Officers of the company include J. Altman, president; M. E. Yedlin, vice president; I. Miller, treasurer, and B. Chase, secretary.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on June 16, 1932:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
YEARLINGS: (1) (300-550 LBS.):				
Choice	\$11.50@13.00		\$12.50@13.00	
Good	11.00@12.00		11.50@12.50	
Medium	10.00@11.00			
STEERS (500-700 LBS.):				
Choice	11.50@13.00		12.50@13.00	12.50@13.50
Good	11.00@12.00		11.50@12.50	11.50@12.50
STEERS (700 LBS. UP):				
Choice	11.00@12.50	11.00@12.00	12.00@12.50	12.50@13.50
Good	10.00@11.00	10.50@11.00	11.50@12.00	11.50@12.50
STEERS (500 LBS. UP):				
Medium	10.50@11.50	9.50@10.50	10.00@11.50	10.00@11.00
Common	9.50@10.50	8.50@9.50	8.50@10.00	7.50@9.50
COWS:				
Good	8.50@9.50	8.50@9.00	9.00@10.00	9.00@10.00
Medium	7.50@8.50	7.50@8.50	8.00@9.00	8.00@9.00
Common	6.00@7.50	7.00@7.50	7.00@8.00	7.00@8.00
<b>Fresh Veal and Calf Carcasses:</b>				
VEAL (2):				
Choice	10.00@12.00	13.00@14.00	12.00@14.00	11.00@12.00
Good	9.00@10.00	11.00@13.00	11.00@12.00	10.00@11.00
Medium	8.00@9.00	9.00@11.00	10.00@11.00	9.00@10.00
Common	7.00@8.00	7.00@9.00	8.00@10.00	8.00@9.00
CALF (2) (3):				
Choice	8.00@9.00			
Good	7.00@8.00			
Medium	6.00@7.50			
Common	5.50@6.50			
<b>Fresh Lamb and Mutton:</b>				
LAMB (38 LBS. DOWN):				
Choice	16.50@17.50	15.50@16.50	17.50@19.00	17.00@18.00
Good	15.00@16.50	14.50@15.50	16.50@17.50	16.00@17.00
Medium	10.00@15.00	12.00@14.00	13.00@16.00	13.00@15.00
Common	7.00@10.00	10.00@12.00	11.00@12.00	9.00@13.00
LAMB (39-45 LBS.):				
Choice	16.50@17.50	15.50@16.50	17.00@18.50	17.00@18.00
Good	15.00@16.50	14.50@15.50	16.50@17.00	16.00@17.00
Medium	10.00@15.00	12.00@14.00	13.00@16.00	13.00@15.00
Common	7.00@10.00	10.00@12.00	11.00@12.00	9.00@13.00
MUTTON (EWE) 70 LBS. DOWN:				
Good	7.00@8.00	7.00@8.00	8.00@8.50	
Medium	6.00@7.00	5.00@7.00	6.00@8.00	
Common	4.00@6.00	4.00@5.00	4.00@6.00	
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lbs. av.	9.00@10.50	10.50@11.00	11.00@12.50	10.50@11.00
10-12 lbs. av.	9.00@10.00	10.50@11.00	11.00@12.00	10.00@11.00
12-15 lbs. av.	8.00@9.00	9.50@10.00	10.00@11.00	10.00@10.50
16-22 lbs. av.	6.50@7.50	8.00@9.00	8.50@10.00	9.50@10.00
SHOULDERS, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	5.50@6.50		7.00@8.00	6.50@7.50
PICNICS:				
6-8 lbs. av.		6.50@7.00		6.50@7.00
BUTTS, BOSTON STYLE:				
4-8 lbs. av.	6.50@8.00		7.50@9.00	7.00@9.00
SPARE RIBS:				
Half sheets	3.50@5.00			
TRIMMINGS:				
Regular	2.50@3.00			
Lean	4.00@6.00			

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium	\$ 5.75 @ 6.75
Cows, common to medium	1.75 @ 3.75
Bulls, common to medium	2.25 @ 3.50

## LIVE CALVES.

Vealers, good to choice	\$ 6.25 @ 7.50
Vealers, medium	4.75 @ 6.25

## LIVE LAMBS.

Lambs, spring, good to choice	\$ 7.50 @ 8.00
Medium, spring	6.50 @ 7.50

## LIVE HOGS.

Hogs, 140-220 lbs.	\$ 3.50 @ 3.90
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## DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	\$ 5.37 @ 5.75
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## DRESSED BEEF.

## CITY DRESSED.

Choice, native, heavy	14 @ 15
Choice, native, light	14 @ 15
Native, common to fair	13 @ 14

## WESTERN DRESSED BEEF.

Native steers, 600 @ 800 lbs.	14 @ 15
Native choice yearlings, 440 @ 600 lbs.	14 @ 15
Good to choice heifers	12 @ 13
Good to choice cows	10 @ 11
Common to fair cows	7 @ 8
Fresh bologna bulls	6 @ 7

## BEEF CUTS.

	Western.	City.
No. 1 ribs	20 @ 22	22 @ 23
No. 2 ribs	17 @ 19	20 @ 22
No. 3 ribs	15 @ 16	16 @ 18
No. 1 loins	24 @ 30	28 @ 30
No. 2 loins	22 @ 24	24 @ 26
No. 3 loins	18 @ 20	20 @ 22
No. 1 hinds and ribs	15 @ 18	15 @ 19
No. 2 hinds and ribs	14 @ 15	14 @ 16
No. 3 hinds and ribs	12 @ 13	12 @ 14
No. 1 rounds	13 @ 14	13 @ 14
No. 2 rounds	12 @ 13	12 @ 13
No. 3 rounds	11 @ 12	11 @ 12
No. 1 chucks	10 @ 11	10 @ 11
No. 2 chucks	9 @ 10	9 @ 10
No. 3 chucks	7 @ 8	8 @ 9
Bolognas	6 @ 7	6 @ 7 1/2
Rolls, reg., 6 @ 8 lbs. avg.	22 @ 23	22 @ 23
Rolls, reg., 4 @ 6 lbs. avg.	17 @ 18	17 @ 18
Tenderloins, 4 @ 6 lbs. avg.	50 @ 60	50 @ 60
Tenderloins, 5 @ 6 lbs. avg.	50 @ 60	50 @ 60
Shoulder clods	11 @ 12	11 @ 12

## DRESSED VEAL.

Choice	11 @ 14
Good	9 @ 11
Medium	8 @ 9
Common	7 @ 8

## DRESSED SHEEP AND LAMBS.

Lambs, good to choice	\$17.00 @ 18.00
Lambs, medium	14.00 @ 15.00
Sheep, good	7.00 @ 8.00
Sheep, medium	5.50 @ 7.00

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10 @ 12 lbs.	10 1/2 @ 11
Pork tenderloins, fresh	20 @ 25
Pork tenderloins, frozen	18 @ 20
Shoulders, Western, 10 @ 12 lbs. avg.	6 1/2 @ 7 1/2
Butts, boneless, Western	9 @ 10
Batts, regular, Western	7 1/2 @ 8 1/2
Hams, Western, fresh, 10 @ 12 lbs. avg.	9 @ 10
Picnic hams, Western, fresh, 6 @ 8 lbs.	7 @ 8
Pork trimmings, extra lean	4 @ 5
Pork trimmings, regular 50% lean	4 @ 5
Spareribs, fresh	6 @ 7

## SMOKED MEATS.

Hams, 8-10 lbs. avg.	14 @ 15 1/2
Hams, 10 @ 12 lbs. avg.	13 @ 15
Hams, 12 @ 14 lbs. avg.	13 @ 14
Picnics, 4 @ 6 lbs. avg.	9 1/2 @ 10 1/2
Picnics, 6 @ 8 lbs. avg.	9 1/2 @ 10 1/2
Rollettes, 8 @ 10 lbs. avg.	13 @ 14
Beef tongue, light	22 @ 24
Beef tongue, heavy	24 @ 27
Bacon, boneless, Western	13 1/2 @ 15 1/2
Bacon, boneless, city	14 @ 16
City pickled bellies, 8 @ 10 lbs. avg.	10 @ 12

## FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, l. c. trm'd	20c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	30c a pair
Beef kidneys	7c a pound
Mutton kidneys	10c each
Livers, beef	37c a pound
Oxtails	12c a pound
Beef hanging tenders	22c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	@ .15 per cwt.
Breast fat	@ .35 per cwt.
Edible suet	@ .1c per lb.
Cond. suet	@ .50 per cwt.

## GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	2	.30	.35	.40	.60
Prime No. 2 veals	1	.20	.20	.25	.35
Buttermilk No. 1	1/2	.15	.15	.20	...
Buttermilk No. 2	1/2	.10	.10	.15	...
Branded Gruby	1/2	.05	.05	.10	.15
Number 3	1/2	.05	.05	.10	.15

## BUTTER.

Creamery, extras (92 score)	@ 17 1/2
Creamery, firsts (91 score)	@ 17 1/2
Creamery, firsts (88 score)	@ 15 1/2

## EGGS.

## (Mixed Colors.)

Special packs, including unusual henery selections	16 1/2 @ 19
Standards—45 lbs. net	15 1/2 @ 16
Rehanded receipts—43 lbs. net	13 1/2 @ 13 3/4
Checks	11 @ 11 1/2

## LIVE POULTRY.

Fowls, colored, via express	15 @ 17
Broilers, Rocks, fancy via express	24 @ 25
Broilers, Leghorns, 2 lbs.	16 @ 16

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:

Western, 60 to 65 lbs. to dozen, lb.	14 @ 17
Western, 48 to 54 lbs. to dozen, lb.	14 @ 16
Western, 43 to 47 lbs. to dozen, lb.	14 @ 16
Western, 30 to 42 lbs. to dozen, lb.	14 @ 16
Western, 30 to 35 lbs. to dozen, lb.	13 @ 15

Fowls—fresh—dry pkd.—12 to box—prime to fry:

Western, 60 to 65 lbs. to dozen, lb.	18 @ 19
Western, 48 to 54 lbs. to dozen, lb.	17 @ 18
Western, 43 to 47 lbs. to dozen, lb.	17 @ 18
Western, 30 to 42 lbs. to dozen, lb.	17 @ 18
Western, 30 to 35 lbs. to dozen, lb.	16 @ 17

## Ducks—

Long Island, No. 1	14 @ 15
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## Squabs—

White, ungraded, per lb.	20 @ 25
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Turkeys, frozen—dry pkd.:

Young toms, medium	19 @ 21
Young hens, medium	20 @ 22

Fowls, frozen—dry pkd.—12 to box—prime to fry:

Western, 60 to 65 lbs. to dozen, lb.	18 @ 18
Western, 48 to 54 lbs. to dozen, lb.	17 @ 18
Western, 43 to 47 lbs. to dozen, lb.	17 @ 18

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended June 10, 1932:

	June 3	4	6	7	8	9
Chicago	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2
New York	17 1/2	17 1/2	17 1/2	17 1/2	17 1/2	17 1/2
Boston	18	18	18	18 1/2	18 1/2	18
Phila.	18 1/2	18 1/2	18 1/2	19	19	18 1/2

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

16 1/2	16 1/2	16 1/2	16 1/2	16 1/2	16 1/2
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1, 1932.	1931.
Chicago	54,963	48,271	62,232	1,372,118	1,510,285
N. Y.	82,817	83,980	60,608	1,845,640	1,761,574
Boston	26,199	23,682	23,079	526,670	482,150
Phila.	28,217	25,116	19,416	598,462	576,573

Total 192,216 181,040 185,335 4,342,888 4,330,582

Cold storage movement (lbs.):

	In June 9.	Out June 9.	On hand June 10.	Same week day last year.
Chicago	423,017	63,133	8,867,302	13,252,313
New York	412,825	96,320	4,466,351	6,930,973
Boston	124,728	5,553	2,415,858	2,822,780
Phila.	86,713	19,568	2,946,442	2,514,642
Total	1,847,283	187,572	20,695,953	25,520,708

FERTILIZER MATERIALS.  
BASIS NEW YORK DELIVERY.

## Ammoniates.

Ammonium sulphate, bulk, per ton basis ex vessel Atlantic ports	20.00
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	@ nom.
Blood dried, 15-16% per unit	@ 1.10
Fish scrap, dried, 11% ammonia	2.00 @ 10c
10% B. P. L. f.o.b. fish factory	2.50 @ 10c
Fish guano, foreign, 13 @ 14% ammonia	2.50 @ 10c
Fish scrap, acidulated, 9% ammonia	2.00 @ 50c
Norfolk	1.25 @ 10c
Soda Nitrate in bags, 100 lbs. spot	1.77 @ 1.90
Tankage, ground, 10% ammonia	1.25 @ 10c
15% B. P. L. bulk	90c @ \$1.00 @ 1.10

## Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 18.00
Bone meal, raw, India, 4% and 50 bags, per ton, c.i.f.	@ 22.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 18% flat	@ 8.00

## Potash.

Manure salt, 30% bulk, per ton	@ 19.15
Kaifit, 14% bulk, per ton	@ 9.70
Muriate in bags, per ton	@ 37.15
Sulphate in bags, per ton	@ 47.50
Potash Salts are less 9% Discount.	

## Beef Cracklings.

50% unground	@ .20
60% unground	@ .25

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 20.00
Black or striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	@ 35.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 70.00
Horns, according to grade	75.00 @ 200.00

## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended June 11, 1932, with comparisons:

West. drsd. meats:	Week ended June 11.	Prev. week.	Cr. week. 1932.
Steers, carcasses	6,757	8,009	6,590
Cows, carcasses	427	599	77
Bulls, carcasses	285	232	179
Veals, carcasses	8,623	8,320	9,440
Lambs, carcasses	28,682	31,064	30,300
Mutton, carcasses	692	773	5,681
Beef cuts, lbs.	321,033	418,916	160,520
Pork cuts, lbs.	1,696,747	1,591,532	2,006,200
Local slaughter:			
Cattle	8,393	7,752	8,800
Calves	13,607	13,851	15,200
Hogs	42,740	40,926	38,400
Sheep	71,591	66,277	70,400

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended June 11, 1932:

West. drsd. meats:	Week ended June 11.	Prev. week.	Cr. week. 1932.
Steers, carcasses	2,334	2,293	2,460
Cows, carcasses	860	636	710
Bulls, carcasses	327	264	100
Veals, carcasses	1,291	1,173	1,300
Lambs, carcasses	13,922	15,413	15,300
Mutton, carcasses	459	688	5,200
Pork, lbs.	402,813	399,374	439,000
Local slaughters:			
Cattle	1,578	1,265	1,800
Calves	2,992	2,535	2,800
Hogs	18,308	17,466	18,000
Sheep	7,460	5,975	14,000

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended June 11, 1932, with comparisons:

West. drsd. meats:	Week ended June 11.	Prev. week.	Cr. week. 1932.
Steers, carcasses	2,466	2,297	2,400
Cows, carcasses	1,931	1,847	1,800
Bulls, carcasses	33	40	100
Veals, carcasses	723	708	700
Lambs, carcasses	21,225	22,996	22,000
Mutton, carcasses	300	604	1,000
Pork, lbs.	324,023	628,061	440,000

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